

CHEMIST & DRUGGIST

newsweekly for pharmacy

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**Guild refused
Industry Act
registration**

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The Queen's
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**Westons
maintain
progress**

**A challenge
to small
companies**



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CHEMIST & DRUGGIST

113th year of publication Vol. 196 No. 4784

The newsweekly for pharmacy

CONTENTS

Guild refused Industry Act registration	717
O-t-c medicine makers meet in London	717
Report of committee on small firms	719
The future with the NPU	719
VAT to be in Finance Bill	719
'Pill' makers redeploying resources	721
Collection and delivery service	721
Upward trend at Westons held	721
The Xrayser Column: Counter prescribing	722
Pharmacy at The Queen's University	728
Comment □ A welcome challenge	731
Contract dispute a bar to planned service	732
Irish Society's Council pledges support for drug safety week	735
Emphasis on physical analysis	737

Appointments	721	Market News	739
Books	731	New Products	725
Business Briefly	721	News in Brief	722
Coming Events	739	On Television Next Week	726
Company News	721	Prescription Specialities	725
Equipment	737	Promotions	726
Irish News	721	Trade News	726
Letters	731	Classified Advertisements	741

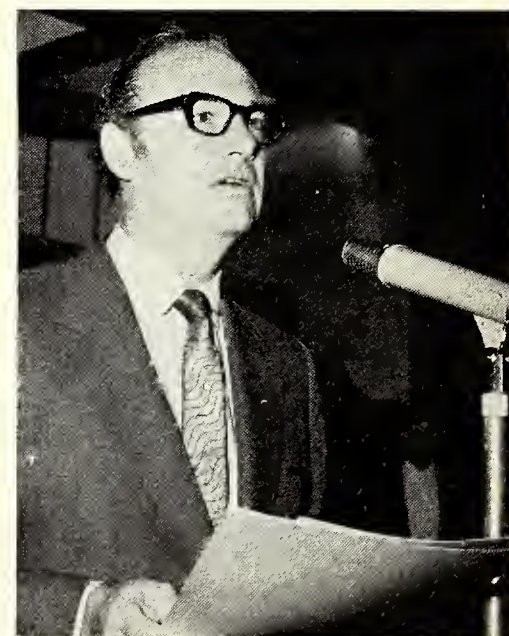
Editor Arthur Wright, MPS, DBA**Deputy Editor** R. E. Salmon, MPS**Markets Editor** W. S. Bowman, MPS,
MIPharmM**News Editor** Stephen Hatcher**Technical Editor** P. J. Merry, BSc, MPS**Information Services** I. H. Cotgrove**Advertisement Manager** James Lear**Advertisement Executives**

J. Foster-Firth, MPS

John C. Jackson

Classified Advertisements John Thelwell**Production** K. Harman**Published** every Saturday by
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Member Audit Bureau
of Circulations**A Benn Group Journal**

There is a real danger of enthusiasm for ecology "getting out of hand", said Mr G. J. Wilkins, chairman, pharmaceutical division, Beecham Group, when he opened Interphex '71 this week (see p 717)



Hold everything!

Here comes the big name pack with success written all over it!

Silvikrin Hairspray with money off both sizes*

Three variants (Normal, Dry, Greasy).

Don't hold back for a minute—stock up today for certain success!

(*4p off Regular size, 6p off Economy size).

Guild refused Industry Act registration

The Guild of Hospital Pharmacy's application to be put on the special register under the Industrial Relations Act has been refused.

The stated grounds are that it was not a corporate body by the time the Act was passed at the beginning of August.

That was reported to a meeting of the Guild Council on November 6 and members decided to set up a working party to urgently consider the matter and to see what other courses of action were open to the Guild.

The salaries secretary reported that the Whitley Council Committee was to request the Secretary of State to appoint an independent panel of pharmacists and other professional persons to examine applications made by hospital authorities for special consideration of the grading of chief pharmacists at teaching hospitals.

He also reported that there was no agreement on a claim for payment of pharmacists providing "on call" services. Council decided to consider the matter further.

A claim for payment of students taking the Bradford University sandwich course, during their first period of six months practical training in hospital, was not settled either. The question of the application of "Noel Hall" salary scales to health centre pharmacists had been referred to the joint secretaries for further consideration.

A deputation from the General Whitley Council went to the Department of Health and Social Security on October 26 to impress upon the Secretary of State the importance of consultation with staff interests in any reorganisation of the Health Services.

Several suggestions for improving communications with the membership and keeping members informed about Guild activities were considered. It was agreed that the salaries secretary should be given permission to communicate to the Press reports of Whitley Council negotiations at his discretion during the course of such negotiations.

A one-day conference will be held at Aston University, Birmingham on May 13, 1972.

O-t-c medicine makers meet in London

Lord Aberdare, Minister of State at the Department of Health and Social Security, will open the first general assembly of the World Federation of Proprietary Medicine Manufacturers in London on November 29.

Speakers at the first session are former Federal German Chancellor, Dr Ludwig Erhard, on the social and economic aspects of home medication, and Commissioner of the US Food and Drug Administration, Dr Charles C. Edwards, who will speak on the role of home medication in the USA.

More than 250 delegates will attend the two-day conference representing associations of manufacturers of proprietary medicines and allied products in Europe, the United States, Canada, Japan and South Africa.

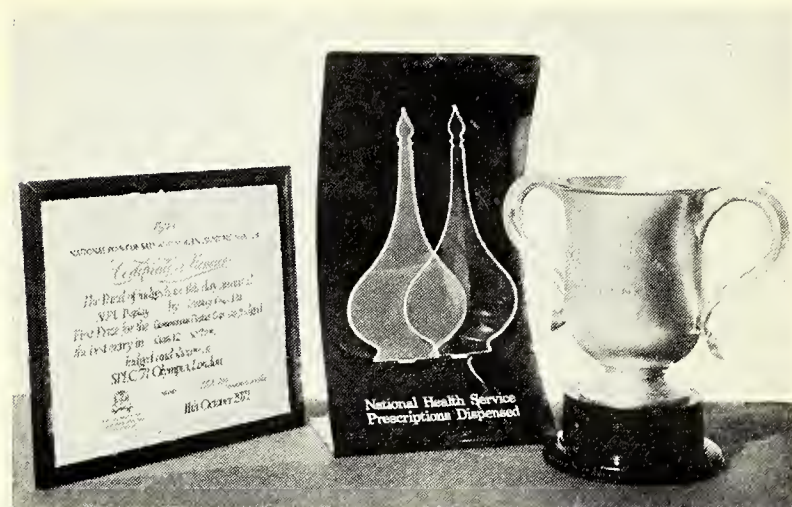
The conference will be concerned with the social, economic and medical aspects of home medication. In addition it will consider the industry's relations with international organisations and the authorities in the countries where the proprietaries are manufactured and marketed.

One session will be devoted to an examination of voluntary control of standards in advertising practice. Another will be devoted to safety in closures and packaging.

Plastics Cup for NPU sign

The "NHS Prescriptions Dispensed" sign now being sent out by the National Pharmaceutical Union was awarded a first prize and the Commercial Plastics Cup at the National Point of Sale and Screen Printing Exhibition (SPEC 71) at Olympia recently.

A novel feature of the sign is the use of bevelled-edged Day-glo Perspex for the carboy



The new NPU "Prescriptions Dispensed" sign with the Cup and Certificate of Honour it won at SPEC 71 (see story this page)

cut-outs. In their contrasting green and orange colours these carboys fluoresce brightly—irrespective of the intensity of available daylight.

Price of the sign is £3.85 (including postage and packing) and the sign is available to NPU members only.

A special version of the sign for Northern Ireland members who are unable to use the NHS wording is being prepared.

The grand prix at the exhibition was won by the Gala Group with a Mary Quant dispenser stand.

'Ecology out of hand'

The banning of DDT and cyclamates has caused a good deal of damage, said Mr G. J. Wilkins, chairman, pharmaceutical division, Beecham Group Ltd, when he opened the third Internphex exhibition in London on Tuesday.

Malaria had been under control but now it was coming back as the mosquitoes were no longer being destroyed.

Mr Wilkins added: "We are in the midst of a frantic and emotionally charged wave of comment and publicity over consumerism and concern for ecology."

He believed there was a real danger of this getting out of hand and causing more damage than benefit.

The exhibition and its predecessors showed that the pharmaceutical and allied industries had a proper perspective on the problems, declared Mr Wilkins.

The constant collaboration between makers of equipment and of consumer products to improve accuracy, analytical methods and product quality had resulted in considerable benefits in safety and efficiency.

Gall-stone cures without surgery

The use of surgery to treat gall-stones may be avoided by employing a natural substance now being investigated in three British hospitals, and a US clinic, where several remissions have been achieved.

Chenodeoxycholic acid, being made by Weddel Pharmaceuticals, is designed to make good the commonest deficiency in abnormal bile which leads to the build-up of cholesterol and gives rise to stones.

So far, no adverse side effects have been found. It is thought to dissolve away the gall-stone during prolonged treatment.

Animal bile is being used as a source of supply.

The Committee on Safety of Drugs have approved its use for clinical trials but the substance is not expected to be available for some months.

Photo sales up by £47m

Deliveries of photographic equipment including sensitised materials during the second quarter of 1971 reached the record level of £47m, 1 per cent more than in the second quarter of 1970. There was a 5 per cent rise in deliveries of sensitised materials, but deliveries of photographic hardware fell by 6 per cent. The main changes took place in the home market with deliveries of hardware falling by 15 per cent while that of sensitised materials increased by 8 per cent.

According to the Department of Trade's *Business Monitor* which gives those figures, total deliveries of photographic equipment and sensitised materials in the first half were 9 per cent up on 1970.

**YOU'RE OFF ON A STA-BLOND
SALES SPIN!**



**Big, 130 spot campaign
on Radio Luxembourg
makes Sta-Blond your
top-of-the-pops shampoo**

As you know, Sta-Blond is in consistent demand by natural blondes, year after year. Now, it's going to be bigger still. We're on the air as many as three times some nights, right through to Spring 1972. On Radio Luxembourg, the sound that sells today's young market. The regular nightly audience is over *5 million*. So check your Sta-Blond stocks. Right away.

Sta-Blond — for real blondes
(Normal, greasy or dry hair shampoo)

Minister for small firms?

The setting-up of a special small-firms division within the Department of Trade and Industry is recommended in the report of the Bolton Committee on small companies published last week.

The division should have a minister responsible for its operation, and would monitor the "health of small firms" and take action if the situation in respect of them were to deteriorate.

The principal findings of the committee come under two heads: first, that the small-firms sector is declining steadily in size and in its share of economic activity; and, secondly that the existence of a lively small-firm sector is "vital to the health, if not the existence, of the private enterprise system."

It is suggested that the decline of the sector has gone further in Britain than in other developed economies, and that it is possible to see a time—if present trends continue—when the sector will not be viable. If the pattern does continue, there will be virtually no small firms in manufacturing industry by soon after the end of the century, says the report.

Despite the decline, and despite the committee's belief in the importance of the small company, it was felt that there is no case at present for discriminating in favour of small firms.

The committee recommends against subsidies, tax concessions and other differential measures—but in favour of numerous other moves designed to get rid of the "inequities and disabilities which small firms now suffer usually as a result of unintended neglect by government."

In the section concerned with the importance of small companies to the economy, the report sets out eight important functions which they perform:

- They provide a productive outlet for the energies of a large group of enterprising and able people, who are often less suited to a large organisation.
- In industries where the optimum size of production unit or sales outlet is small, the most efficient form of business is often a small company.
- Small firms add greatly to the variety of products and services offered to the consumer.

- Many of them act as suppliers to large companies at lower cost than the large companies could achieve.

- They provide competition—both actual and potential—and thus a check on monopoly profits and inefficiency.

- Small firms are important low-cost sources of innovation in products, techniques and services.

- The small-firm sector is the traditional breeding ground for new industries.

- They provide the means of entry into business for new entrepreneurial talent and the seed-bed from which new large companies grow to challenge and stimulate the established leaders of industry.

Essentially, the report is concerned with the owner-managed business. Small firms were defined as follows: Manufacturing, 200 employees or fewer; retailing, turnover £50,000 or less; wholesale trades, turnover £200,000 or less.

... and the retail outlook

Voluntary trading groups, as a means of furthering the cause of the small retailer, are commended in the Research Report on retailing published by HM Stationery Office as one of 18 supplements to the Bolton Committee reports on small firms (£0.45).

The Research Report places "small retailers" in three categories: the "grower," the "stayer" (one who, because of geographical or other factors, is destined to stay small) and the "closer."

Although the Committee's working definition of a small firm was that of a business having up to £50,000 turnover a year, the sectional report says it has concerned itself especially with those turning over less than £10,000.

The suggestion is that the "stayers" and "growers" could be helped by voluntary groups, the expansion of trade associations' consultancy services, and training facilities.

The report's general conclu-



The two national winners of the recent Lenthéric Onyx window competition were recently presented with their prizes at a luncheon held in the company's Bond Street showroom. They were: Mr P. Roberts, Harvey Ltd, Park Street, Camberley, Surrey, in Category I, and Mr Roy Winkworth, Victoria Pharmacy, 7 Wilton Street, London, SW1, in Category II. Roy Winkworth is seen here (right) being congratulated by the managing director of Lenthéric, Mr Leslie Robinson.

sion echoes that of the Bolton document itself—that no support can be given to measures to arrest the closure of small business by legislation: "Resources must be allowed to move to their most productive use."

It adds: "There are, however, strong arguments in favour of facilitating the closure of uneconomic small firms . . . and in making some training a necessary qualification for new entrants."

Comment, page 731

Report of the Committee of Inquiry on Small Firms, HM Stationery Office, price £2.65½ [18 special research studies also available separately.]

The future with the NPU

"The NPU cannot promise its members a soft future, but it has provided some potent weapons for success in the business battle."

That quotation comes from a new booklet, "The National Pharmaceutical Union: fifty years' service to independent pharmacy," published to celebrate NPU's golden jubilee.

The booklet looks at the Union's past, and its present services, and forecasts that "as far as one can see into the future, the pharmacist will still be the only possible supplier of the bulk of medical products, and in most cases sustain his specialised function with a selective trade in other merchandise."

However, a time is envisaged when all NPU members are connected to a central computer from which inter-firm comparison and other data will be available without the delays of documentation.

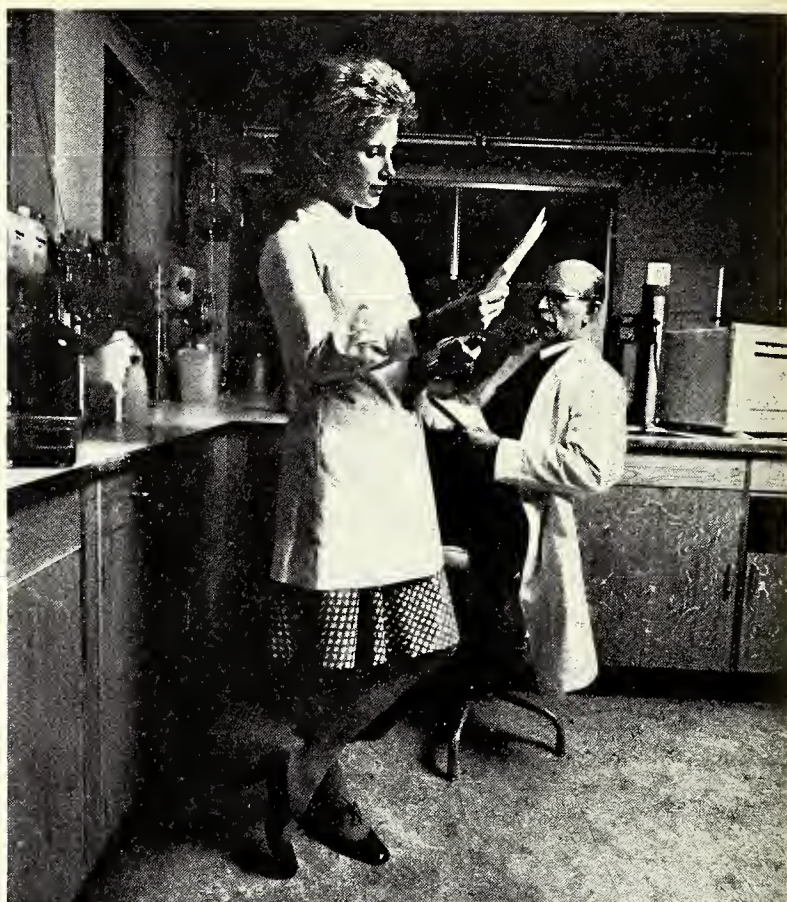
"Pharmacists would be trading in a continuously monitored market and able to profit from the valuable and timely information."

VAT to be in Finance Bill

Value added tax legislation will be included in the Finance Bill to be published next spring, and the budget will be before Easter, the House of Commons was told on Tuesday.

Answering questions for the Secretary for Social Services on the same day, Mr M. Alison, Under-secretary, told Mr Joel Barnett that no specific criteria were used to determine whether a drug supplier was making excessive profits. "We have to try to satisfy ourselves that prices charged to the NHS for all pharmaceutical products are fair and reasonable and that this industry is strong, efficient and capable of the research and development necessary for new medicines."

Mr Alison told Mr L. Pavitt that an increase in the number of visits to doctors by regional medical officers was due more to discussion of unusual patterns of prescribing, particularly of drugs of dependence, than to checks on high prescribing costs.



They solve a long standing problem.

Support tights don't have to look thick and ugly to do their job.

Our new Sheer-Support are made from Lycra to give them strength, and Tendrelle which makes them look as sheer and feel as soft and silky as our normal tights.

They come in the latest fashion shades and three sizes,

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Both of them are what a lot of women have been waiting for.

ALL PRICES SHOWN ARE RECOMMENDED RETAIL PRICES.

PP
PRETTY POLLY
SHEER SUPPORT
TRU SUPPORT

'Pill' makers redeploying resources

"The cumulative effects of continuous hostility towards oral contraceptives by the international media throughout 1964-70, coupled with the increasing demands of the health regulatory agencies, especially that of the USA, have now had a pronounced discouraging effect on manufacturers who are switching their research resources to areas which are economically, politically and emotionally less stressful."

That was one of the points made by Mr Ronald Levin, marketing director of Syntex Pharmaceuticals Ltd, when he spoke to members of the Berkshire Publicity Association on November 3 about "The trials and tribulations of marketing the pill."

Mr Levin said that legal and illegal abortion—the method of birth control most widely practised in the world—left "a trail of emotional and physical handicaps among those who have undertaken it."

The solution lay in encouraging the practice of the precautionary methods among which the pill was foremost.

"The technical problems associated with the pill have now been largely overcome and the anxieties of the vast bulk of expert medical opinion allayed. The only remaining barrier is largely political. I am confident, however, that when the political barriers are removed, we will have the satisfaction of knowing that our trials and tribulations were suffered and overcome to good effect."

Beware the 'professionals'

The profession must not be hoodwinked or mesmerised into regarding the development of "purely professional" pharmacies as inevitable if Britain joins the EEC, said Mr J. Wright, NPU director, last week.

Speaking at the joint dinner of the Epsom, Sutton and District branches of the NPU and the Pharmaceutical Society, he said that although there would be those who said that retail pharmacy would have to throw out cosmetics, photographic business, etc, and concentrate on dispensing and the sale of medicines, there would be a continuing need in the public interest for the community to

have ready access to pharmacies, as underlined by the rpm decision of the Restrictive Practices Court.

The NPU would continue to keep "a wary eye" on developments, press for increases in NHS remuneration through the Chemist Contractors Committee and for limitation by way of the NHS contract to stop "leapfrogging."

"We will continue to provide members with the services and facilities that they need to survive and prosper in the increasingly competitive markets that they will have to operate in, in the future", said Mr Wright.

Collection and delivery service

Pharmaceutical services are likely to be restored in the West Lothian village of Winchburgh.

Mr Tam Dalyell, Member of Parliament for West Lothian, has received a letter from the Parliamentary Under-Secretary of State for Health and Education, Mr Hector Monro, saying that the possibility of setting up a collection and delivery service between Winchburgh and the two pharmacies in Broxburn was being examined by the Executive Council in conjunction with the Pharmaceutical Secretary's Scottish Department.

Mr Monro said: "Although detailed arrangements remain to be settled, it now seems fairly certain that such a service will be implemented."

□ The parish council of Mellington (near Liverpool) have submitted a scheme for approval to the Pharmaceutical Society for a prescription delivery service.

The proprietor of a local newsagent's shop has agreed to the use of his premises as a collection and distribution point for prescriptions.

He has undertaken to take them to an Aintree pharmacy and to return the medicines given out in sealed and labelled packages from his shop.

Irish news

Association dinner

The annual dinner and dance of the Southern Region Pharmacists' Association is being held at the Metropole Hotel, Cork at 8 pm on November 16.

COMPANY NEWS

Upward trend at Westons held

Profits, before tax, of Western Pharmaceuticals Ltd rose to £211,941 in the half-year ended August 31, from £151,303 in the equivalent 1970 period. The directors expect to maintain the improvement in the second half of the year.

Tax takes £84,776 (£64,303) leaving a net profit of £127,165 (£87,000). Interim dividend is unchanged at 8 per cent.

Baxter to make share issue

Baxter Laboratories Inc have announced plans to market an issue of 500,000 shares of convertible preferred stock in international capital markets. The issue will mark the first public offering of an equity security in the Eurodollar market by an American company. The convertible preferred stock will be issued by Baxter Travenol International Capital Corporation, a wholly-owned financing subsidiary formed for this purpose, at approximately the same price as Baxter's common stock, and will be convertible into the common stock of Baxter on a share-for-share basis.

A.B. Maltsters to pay 5% more

Associated British Maltsters Ltd are to pay a second interim dividend of 15 per cent in lieu of final, making 20 per cent for the year to July 31 against 15 per cent in 1970.

A one-for-10 scrip issue is also proposed and the board expects to maintain the dividend rate on increased capital for the current year.

Pre-tax profits increased from £894,000 to £1,533,000. Sales were up at £24.21m (£21.62m).

The board is considering an approach made by Giltspur Investments which could lead to an offer being made for the Ordinary shares of approximately £1.35. A further statement is promised later by the board.

To exchange news on fertilisers

Fisons, ICI and Shellstar have signed an agreement to exchange information about the UK fertiliser industry and its future.

The agreement, effective until 1981, will confine itself to information about the size of the UK market, its likely growth and how this equates with existing production capacity and any plans for increasing capacity, taking into account estimates of imports and possibilities of exports.

Marketing policies and practices, customers and prices are not included in the agreement.

In brief

Mr John Chalmers, MPS, 9 The Square, Wimbourne, Dorset, retired on November 10. His business has been taken over by M. E. Belkin (Chemists) Ltd. Mr Belkin's businesses in Hornsey, London N8, and Wood Green, London N22, have been acquired by C.H.R. (Chemists) Ltd (director Mr C. H. Ruparell MPS).

The Institute of Packaging is now operating from new headquarters offices at Fountain House, 1A Elm Park, Stanmore, Middlesex HA7 4BZ telephone 01-954 6277.

Mr D. E. Vannan, MPS, has acquired the branch pharmacy of Mr J. P. Kerr, MPS, at 90 West Road, Newcastle-upon-Tyne.

Appointments

Ortho Pharmaceutical Ltd have appointed Mrs Jennie Baker as marketing services assistant.

Lepetit Pharmaceuticals Ltd have appointed Dr I. K. Fowler head of their medical department.

Bowater Scott Corporation Ltd have appointed Mr Norman Nicoll, Mr Keith Reynolds and Mr Martin Couch as product managers.

A'addin Industries Ltd have appointed Mr A. M. G. Fuller executive director of the heating and housewares division. Mr J. E. Hand, formerly home sales manager, is now product manager and Mr A. A. Edwards has been appointed home sales manager.

Elizabeth Arden: Mr H. P. von Tobel has taken up an appointment.

Continued on p 722

Continued from p 721

ment as general manager of Elizabeth Arden Ltd for the United Kingdom and Eire. Mr von Tobel joined Elizabeth Arden Switzerland in 1946, and most recently was director of operations for Europe.

Wellcome Foundation Ltd have appointed Mr Claude Matons, their regional manager for Europe. He will be responsible for Wellcome companies in Belgium, France, Germany, Holland, Italy and Portugal and for a jointly-owned company, Gayoso Wellcome, in Spain, as well as for area administration offices in Switzerland and Greece. He succeeds Mr Harry Copestock who has been appointed group corporate planner.

Bristol Myers Co Ltd have appointed Mr Frank W. Knight managing director, Bristol-Myers products and Clairol divisions. In this capacity, Mr Knight will be joining the board of directors of Bristol-Myers Co and, although based at the company's Ruislip offices, will report directly to Mr G. J. Jones, group managing director in London.

A Cambridge MA, Mr Knight started his career in sales and marketing with other companies and spent some time in Denmark and East Africa before returning to the UK.

Bowater-Scott Corporation Ltd, have appointed Mr Nigel Thomas their national sales manager (consumer products) with responsibility for the control and direction of the total company sales effort. To assist Mr Thomas in his new position four extra regional sales managers have been appointed. They are Herman Carhill (West Midlands and Wales), Geoffrey Hall (North-west), Neil MacFarlane (South and South-west), and Ted Tregellis (North and Yorkshire).

NEWS IN BRIEF

□ The Statutory Committee of the Pharmaceutical Society of Great Britain will meet on November 24 and 25 to consider six new and three previously adjourned cases.

□ A new edition of "At The Farmer's Service", the booklet giving information about services provided by the Ministry of Agriculture, Fisheries and Food, is available free from the Ministry's publications department, Tolcarne Drive, Pinner, Middlesex HA5 2DT, or from any divisional office.

□ Mr John Pardoe, MP, is to ask for the withdrawal of a product which he claims could be taken for lemon cordial by young children. Sunlight Lemon is a washing-up liquid, made by Lever Brothers Ltd, which, he is reported as saying, gives maximum appeal to children and the impression that it is a new lemon drink. The manufacturers say it carries a warning to parents.

□ Infants and children spend on average less than one day a year in a non-mental hospital. Men and women below the age of 34 can expect to spend about half-a-day per year in such a hospital; the 45-64 age group one and a half days per year, and those over 65 about five days per year. Those figures are given in the latest Office of Health Economics information sheet, available from OHE, 162 Regent Street, London W1R 6DD.

□ Notice of next year's Pharmaceutical Committee election arrangements has been given by Mr J. Wright, secretary to the Central Markets (Chemist Contractors) Committee. Nominations will be returnable by January 21 and voting papers issued on February 8. Executive Council clerks have been asked to compile lists of employee pharmacists, and hospital pharmacists are asked to forward their names to the committee at 321 Chase Road, London N14 6JN.

□ A real prospect of reducing the incidence of malaria in tropical regions is offered by a new treatment for aquatic breeding grounds of mosquitoes reported in *Nature* last week. A team at the Porton Down research establishment have experimented with a lipid extract from natural sources, which prevents pupae from reaching the surface to breathe. The treatment does not render the water unfit to drink.

□ A Bill to implement major reform of local government in England and Wales was presented to Parliament on November 4 by Peter Walker, Secretary of State for the Environment, and Peter Thomas, Secretary of State for Wales. The proposed changes were outlined in a White Paper, "Local Government in England" (Cmd. 4584) and a Consultative Document "The Reform of Local Government in Wales".

□ A letter in the *Daily Mail*, last week, described an advertisement in a Majorcan chemist's window which offered "A free toilet roll with every tin of liver salts."

Topical reflections By Xrayser

Counter prescribing

The subject of counter prescribing occupied the attention of speakers and audience at the West Midlands regional conference at Leamington Spa. (Incidentally, is it not time to find a new description for that activity? "Travellers" are now representatives, and retail pharmacy has become general practice—and the counter itself has largely disappeared from the scene.)

It is true that there is no reason why the pharmacist should not supply a preparation to meet the demand of a customer who describes certain symptoms. And it is equally true that an account of the symptoms frequently suggests that there may be an underlying cause requiring early medical attention and expert diagnosis. Such a situation, as Mr J. P. Kerr pointed out, is preferable to one of self-diagnosis artfully insinuated by the copywriters of patent medicines.

And there remains the highly skilled task of convincing, without alarming, the customer of the advisability of medical consultation. Treatment of any condition should be undertaken only with the greatest circumspection and only then with the proviso that if the condition does not improve quickly it should be medically investigated.

It must always be borne in mind that what appears to be a snap diagnosis on the part of the physician is not necessarily an inspired guess. Into his decision go years of medical experience in which the recognition of physical signs plays an important part.

Dr Abercrombie

It has been recorded of Dr Abercrombie that, on visiting a patient and asking a few questions, he gave his opinion that the man would go blind, become convulsed and die. The course of the illness was as he had predicted, and a young student asked what it was in the look of the man that made him know at once. "I can't tell you, I can hardly tell myself; but I rest with confidence upon the exactness and honesty of my past observations. I remember the result, and act upon it; but I can't put you, or, without infinite trouble, myself, in possession of all the steps." The student persisted. "But would it not be a great saving if you could tell others?" "It would be no such thing; it could be the very worst thing that could happen to you; *you would not know how to use it*," replied Abercrombie. "You must follow in the same road." And all of that took place with none of the diagnostic aids known today.

Other matters

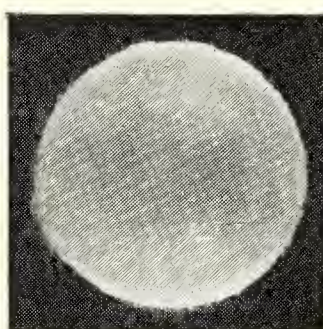
I think the observations of Dr Abercrombie are worth bearing in mind. On the subject of sore throats, Mr Teeling-Smith told the meeting that the pharmacist was seeing the same patients as the doctor. In both cases, he said, the symptoms were treated. "If the sore throat seen by the pharmacist was the same as that presented to the doctor, why should the pharmacist not be allowed to prescribe an antibiotic?" he went on. Few pharmacists have had a course of training in diseases of the ear, nose or throat, and the same sore throat might look quite different to Dr Abercrombie.

As to oral contraceptives, Mr Teeling-Smith is reported as having asked why the pharmacist should not be permitted to supply a client with a preparation. Over, say, a five-year period? In the light of recent alarm and alterations in formulation, that is scarcely a responsible suggestion.

Predictor... The home pregnancy test you can safely recommend.



positive result



negative result

Predictor is the first nationally advertised home pregnancy test you can safely recommend. Forty years of research and development have perfected the well-known immuno-chemical demonstration of HCG in urine to such a degree, that now it can be conducted by the woman herself in the privacy of her own home.

Here is why you can safely recommend Predictor.

Reliability Predictor gives the same 99% accuracy that only the best laboratory tests can guarantee.

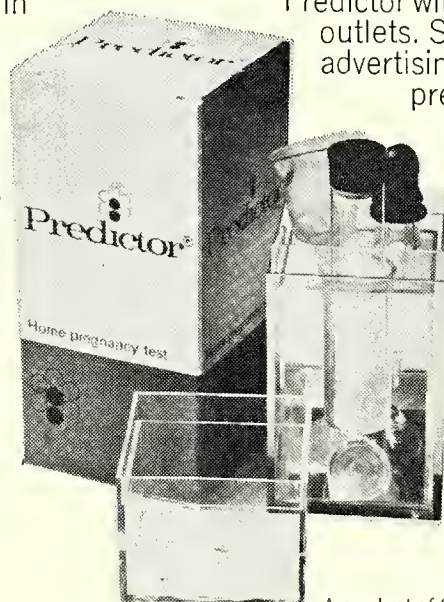
Speed of results Predictor detects HCG pregnancy hormone so sensitively, that the test can be conducted only nine days after a period was expected. And research shows that women consider this a highly important benefit.

Simplicity Predictor is simple. The test can be set up in a few minutes, and the result read two hours later. As is demonstrated in the pictures above, the result is also perfectly simple for any woman to interpret.

Predictor will be sold through chemist outlets. So when the first ever National advertising campaign for a home pregnancy test breaks in December, customers will be asking you for Predictor.

Predictor sells at £1.75 per test. This means 57p. profit for every pack you sell. Contact your normal supplier for details of the special introductory offer.

Predictor . . . the home pregnancy test you can recommend.



A product of Chefaro Proprietaries Ltd.

New

Berkdopa*
L-dopa

**has one major advantage
over other levodopa**

~it costs much less

BERKDOPA is available as tablets, double-scored to permit flexibility of dosage, in pack sizes designed to meet variations in prescribing patterns.

The basic N.H.S. Cost of BERKDOPA is:

BERKDOPA Tablets

Tab: 500 mg. x 100 £3.36

Tab: 500 mg. x 500 £16.40

Additional savings are possible when **BERKDOPA** is ordered as part of a BERK discount parcel.

Ask your BERK PHARMACEUTICALS representative, or telephone.



BERK PHARMACEUTICALS LIMITED
Godalming & Shalford, Surrey.
Telephone: Godalming 4191

NEW PRODUCTS AND PACKS

Over-the-counter medicinals

Cough treatment and pastilles

A "junior" and "adult" cough treatment has been introduced by Metropolitan Drug Co Ltd, under the Medricol trade mark.

Each contains dextromethorphan hydrobromide, pholcodine, ephedrine hydrochloride, ammonium chloride, liquid extract of ipecacuanha, citric acid, menthol, chloroform, glycerine, syrup of tolu and syrup. The junior Medricol is formulated for children aged one to 10 years.

Medricol cough treatment, adult, is issued in bottles of 100ml (£0.30) and 200ml (£0.45). Medricol junior is in bottles of 100ml (£0.25). The bottles are cartoned, the adult preparation being in blue and brown, the junior in green and red.

Also in cartons are the Medricol cough pastilles (£0.20), each of which contain chloroform, menthol, aniseed and peppermint oils (Metropolitan Drug Co Ltd, PO Box 111, Sheffield).

Cosmetics and toiletries

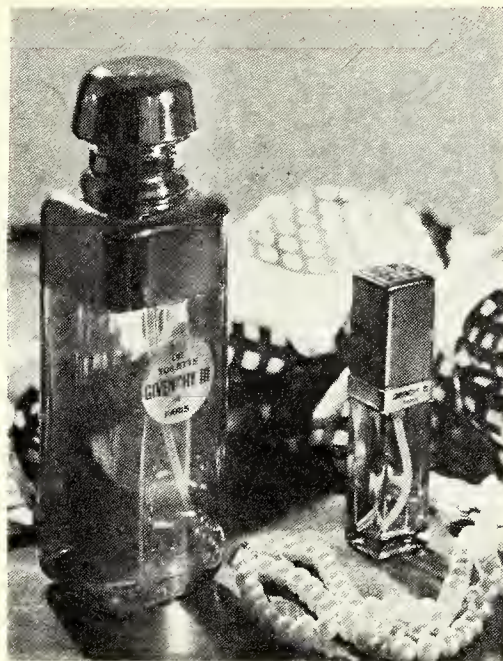
Golden glamour

A new range of "gold" make-up items from Paris is called Reveillon. The Reveillon Agate lipstick is a gleaming, pinky-gold (£0.95). The eye shadow, Fard Paupieres Reveillon (£1.75) is a tube of pinky-bronze cream which can be used as eye shadow all over the lid and also on the cheek bones to give a "Midas touch to the complexion."

A pencil (£1.00) which is "gold" one half and "silver" the other, can be used as an eyebrow pencil. Nails can be painted to match with the Reveillon gold frosted nail enamel (£1.05) (distributors: Sirex Ltd, 125 High Holborn, London, WC1).

Givenchy III atomisers

New atomisers for Givenchy III now follow the launching of the Givenchy III fragrance range in July. Designed by Dinand of Paris, the perfume atomiser, is said to be the first-ever square, non-refillable atomiser for perfume. It has a



streamlined square cap of subtly-coloured gunmetal". A fine film of plastic over the bottle of the larger, eau de toilette atomiser reduces the danger of breakage. The perfume is in a 7g handbag size (£4.50) whilst the eau de toilette is in a 100g pack (£4.30) (Parfums Givenchy Ltd, 2 Station Yard, Twickenham, Middx).

Sundries

Nita ladder stop

Nita ladder stop has been launched by Cullingford of Chelsea to prevent holes and ladders in tights and nylons from running. In aerosol form it is quick and convenient to use—"spray on, rub in with the fingertips, leave to dry for 30 seconds and the ladder is stopped." Nylons can also be washed with care after application.

The aerosol (£0.24) is handbag sized and is packed in two types of display unit each holding 1 dozen—either a counter display box or a strutted card (Cullingford of Chelsea Ltd, Lunt Avenue, Bootle, Lancs, L30 1RX).

PRESCRIPTION SPECIALITIES

MAGNAPEN capsules and injection

Manufacturer Beecham Research Laboratories, Great West Road, Brentford, Middlesex

Description Black/turquoise capsules and vials for injection each containing ampicillin 250mg and flucloxacillin 250mg

Indications Severe infections where the causative organism is unknown or for mixed infections

Dosage Adults: one capsule or vial four times a day; children (2-10 years) half that dose, (under 2 years) quarter of dose. In severe infections may be increased

Packs Capsules 20 (£2.50 trade), 100 (£11.80); vials 10 (£3.68)

Supply restrictions TSA
Issued November 1971

BRONTRIUM capsules

Manufacturer Roche Products Ltd, Broadwater Road, Welwyn Garden City, Herts

Description Blue/pink adult capsules each containing chlorthalidone 10mg, theophylline 130mg and ephedrine hydrochloride 24mg and blue/orange paediatric capsules each containing chlorthalidone 5mg, theophylline 65mg and ephedrine hydrochloride 12mg

Indications Bronchial asthma or bronchospasm associated with other pulmonary diseases

Contraindications Monoamine oxidase inhibitors therapy. Avoid alcohol

Dosage Adults: one capsule three or four times daily. Children: one paediatric capsule three or four times daily

Precautions Caution in patients with prostatic or glaucoma. May affect driving ability. Care when treating young children

Side effects Sedation or excitation may occur

Packs Adult capsules 100 (£1.10 trade), paediatric capsules 100 (£0.74)

Supply restrictions PI, S4B

Issued November 1971

FUCIDIN H gel

Manufacturer Leo Laboratories Ltd, Hayes Gate House, 27 Uxbridge Road, Hayes, Middlesex

Description A water-miscible gel base containing fusidic acid 2 per cent, hydrocortisone acetate 1 per cent

Indications Infected and non-infected dermatoses. Particularly suitable for moist weeping lesions of the skin and for scalp lesions

Contraindications Tuberculosis, viral and fungal skin infections

Method of use Uncovered lesions: the gel should be applied gently, three or four times daily. Covered lesions: less frequent application may be adequate

Precautions Not to be used in the eye, caution in use near the eye until further clinical experience is gained

Side effects Hypersensitivity reactions are extremely rare

Storage In a cool place, shelf life 2 years

Packs 10g (£0.38 trade), 25g (£0.80)

Supply restrictions TSA

Issued November 1971

LEVIUS tablets

Manufacturer Pharmitalia (UK) Ltd, Kingmaker House, Station Road, Barnet, Herts

Description Tablets each containing aspirin 0.5g in microencapsulated form

Indications Those of aspirin

Dosage 1-2 tablets three times a day, or as directed by the physician

Packs 20 (£0.27 trade), 250 (£1.75). Tablets are in blister packs

Issued November 1971

TEDRAL expectorant

Manufacturer William R. Warner & Co Ltd, Eastleigh, Hants

Description Pale yellow linctus, with an orange/ginger flavour, containing in 10mls dihydroxypropyltheophylline 200mg, ephedrine hydrochloride 20mg, phenobarbitone 8mg and guaiphenesin 100mg

Indications Chronic bronchitis, bronchial asthma and coughs associated with bronchial congestion

Contraindications Caution in patients on MAOI therapy and those suffering from cardiovascular disorders

Dosage Adults: 10mls every 4 hours, children (6-12 years) 5mls every 4 hours according to age. Preferably after meals

Side effects Occasional, transient ephedrine-like side effects may be encountered

Pack Bottle of 300mls (£0.52 trade + PT)

Supply restrictions PI, S4A

Issued November 1971

TRADE NEWS

Reckitt repackagees

The Toiletries Division of Reckitt & Colman Products have re-packaged their Bathjoys and extended their range of bathtime products.

Bathjoys cubes are in colourful, "mermaid" wrappers in the four favourite fragrances of pine, lavender, bouquet and summer breeze. In packs of six (£0.21).

Newcomers are bubble bath liquids (£0.05) in shiny "mermaid" sachets in the same four fragrances as Bathjoys.

New too is Bathjoys body shampoo (£0.06)—also in "mermaid" sachets—in two fragrances, lavender and bouquet.

Re-packaged in lightweight, easy-to-grip bottles, Loxene shampoo is available in three handy, bottled sizes: 45g (£0.14½), 75g (£0.19) and 130g (£0.27). There are also 12g sachets (£0.03½).

Nulon has emerged re-packaged in plastic bottles, colourfully-capped, and a gentle squeeze releases the right amount of cream for a fingertips-to-wrists massage. The pink cream has a delicate, refreshing perfume whilst the lemon one has a sharp, citrus tang. Nulon's basic formulation has been amended to make it "richer," and more easily absorbed.

Nulon hand cream, both lemon and rose pink, is available in three sizes. The large (£0.30), medium (£0.21) and the small (£0.15).

Reckitt's Household division have re-packaged and reformulated Sterafix denture fixative powder.

The new bottle from the 250cc pack of Rosedale herbal bath (£0.29) introduced in time for the Christmas trade (Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex)



Crowes Cremeine

Lenbrook Laboratories Ltd and Halas Laboratories Ltd have come to an agreement according to which the title in the trade mark Crowes Cremeine will be assigned to Halas, to whom all orders after November 15 should be addressed: Halas Laboratories Ltd, Thorp Arch Trading Estate, Boston Spa, Yorkshire.

Demand for Crowes Cremeine (£0.30) is expected to grow with the first major advertising campaign for several years. Advertisements will shortly appear in mass-circulation magazines, such as *Woman*, *Woman's Own*, *Family Circle* and *Living*.

Nystan pessaries

E. R. Squibb and Sons Ltd, Regal House, Twickenham, Middlesex, have changed the description and labelling of Nystan vaginal tablets to Nystan pessaries. The change has already been implemented in the 100 pack size and the 15 pack size will shortly be similarly relabelled.

Tetrabid-Organon

The registered trade mark for the new sustained-release capsules of tetracycline hydrochloride by Organon Laboratories Ltd, Crown House, London Road, Morden, Surrey, is Tetrabid-Organon [corrected note].

Advertising go-ahead for pregnancy test

Predictor, the new home pregnancy test announced last week (p 686) is believed to be the first in Britain to have passed by the Advertising Association as suitable for promotion directly to the public.

Until this year, the AA banned pregnancy test advertising altogether, but a relaxation of the rule admits any product that can satisfy requirements of accuracy (better than 98 per cent) and simplicity. Predictor is a further simplification of the existing Organon test Pregnosticon All-in, itself developed for occasional use by less-skilled laboratory workers.

The manufacturers, Chefaro Proprietaries, Crown House, Morden, Surrey, are part of the Akzo group. They are to take over marketing of the group's other counter products such as Endocil, Owbridges and Sylvasun.

Bonus offers

M. Beetham & Son Ltd, Glendouran House, Keynsham Road, Cheltenham, Glos GL52 6HD. Larola and Glycerine and cucumber lotion. 12 invoiced as 11. Until December 11.

E. C. De Witt & Co Ltd, Seymour Road, London E10. Placidex. 100ml 14 invoiced

as 12, 45 invoiced as 36, 50ml 13 invoiced as 12, 42 invoiced as 36, 105 invoiced as 72.

Allen & Hanburys Ltd, Bethnal Green, London E2 6LA. Atomol. 20 bottles invoiced at 9/10ths of the trade price. 40 bottles at 8.5/10ths. Capriton tablets 12. 20 invoiced at 9/10ths of the trade price. 40 at 8.5/10ths. Vitaplast 30. 20 bottles invoiced at 9/10ths of the trade price. 10 bottles of 30 with 10 bottles of 60 at 9/10ths. 10 bottles of 60 also invoiced at 9/10th of the trade price.

PROMOTIONS

Support for Minalka

Concept Pharmaceuticals, who recently took over the exclusive marketing licence for Minalka in the UK (*C&D* August 21, p214), are supporting with extensive advertising the launch of the product under their banner—initially concentrated in Cheshire, Lancashire, Yorkshire, Greater London and Southern TV areas. The campaign will then be enlarged to cover other areas until complete national coverage is reached early in 1972.

More than £100,000 will be spent during the first year on advertising in the national and regional Press. Minalka will also be advertised in all coaches of the London underground service giving the product an exposure to 884,000,000 passengers.

Two five inch double column advertisements will appear twice weekly in the evening papers serving the Cheshire, Lancashire and Southern TV areas. These will be followed up by weekly display ads (10in x 2in) in the leading local weekly newspapers serving the districts of the campaign. In addition, space has been booked in the *TV Times* and *Sunday Sun*, the North-east coast Sunday paper, and the southern edition of *The People*. (Concept Pharmaceuticals (International) Ltd, 59 High Street, Rickmansworth.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Antussin: Ln, M, Lc, So

Askit powders: Sc, G

Buttercup syrup: Lc

Coldrex: Ln, M, Y, So, NE

Famel adult cough syrup: All areas

Fynnon salts: B

Lucozade: Ln, M, Y, Sc, WW, NE, A, We, B

Maws baby toiletries: All except Y, NE, E, CI

Phensic: M, WW, So

Protein 21 shampoo: All areas

Signal toothpaste: All except Lc, G, E

Silvikrin hairspray: All except WW, G, E

SR toothpaste: All except E

Sunsilk hairspray: All except E

Tegrin shampoo: All except E

Twice as Lasting hairset: Ln, M, Lc, So

This is what we're doing to help you sell Maws Baby Toiletries.



Display unit

Toiletries are easy to sell because this unit makes them so easy to buy. Products in the unit are the same ones as featured in the commercial. There's an exciting offer of 10% extra discount on your baby toiletries purchase for displaying the unit prominently during the television campaign.



Special gift and handi-packs

There is a special toiletries gift pack and two handi-packs, which are all attractively priced and packaged to make them ideal gifts and guaranteed fast movers.



Television advertising

Our concentrated national TV campaign runs for three weeks, starting November 15. It's a memorable and powerful 30-second colour commercial showing Maws toiletries in use and explaining their many product advantages.

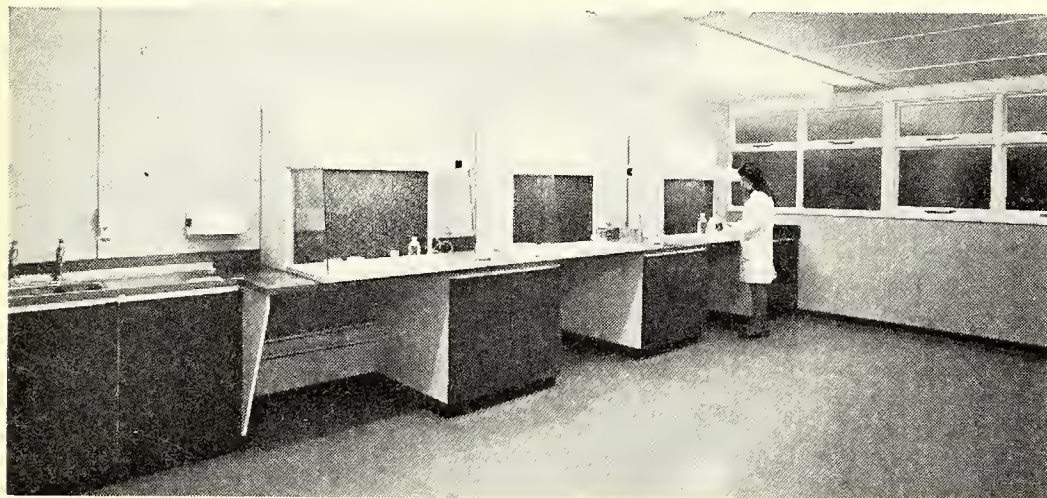
This is what you can do.

If you're a Maws stockist and the Maws representative hasn't called yet, ring Elizabeth Smart on 01-449 5555, and we'll make sure that something happens immediately.

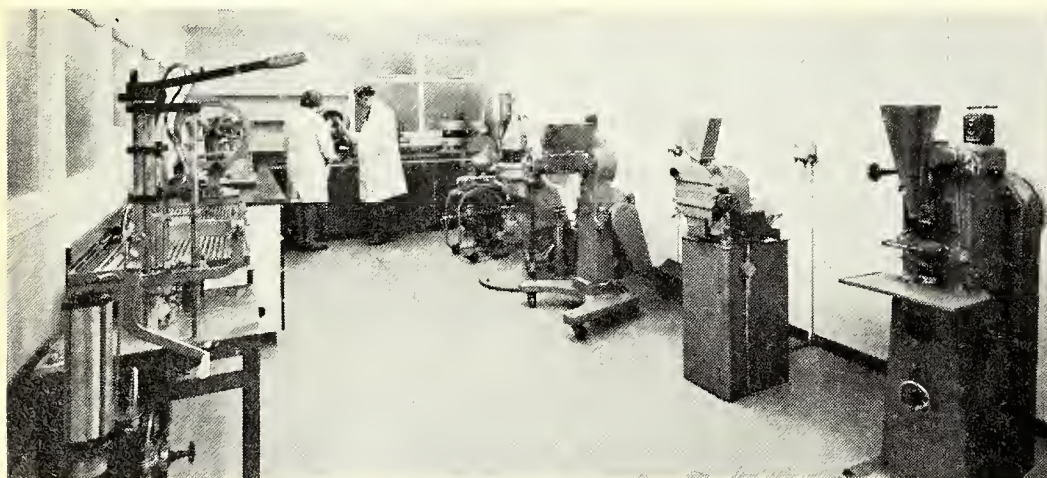


S. MAW SON & SONS LTD, ALDERSGATE HOUSE, CROMER ROAD, NEW BARNET, HERTS.

Pharmacy at The Queen's University



The aseptic laboratory



Small scale manufacturing laboratory. Below: the pharmaceuticals preparation room



by P. F. D'Arcy
and F. Newcombe*

The history of pharmacy in Ulster has moved forward to a new milestone with the creation of a chair and department of pharmacy in The Queen's University of Belfast.

Pharmaceutical education in Northern Ireland has its foundation in the passing of the Government of Ireland Act in 1920. Prior to that time qualification in pharmacy was via Dublin and the practice of pharmacy in the whole of Ireland was regulated by the Pharmacy (Ireland) Acts of 1875 to 1890.

The Government of Ireland Act provided for the setting up of separate Parliaments for Northern and Southern Ireland and as a direct consequence of this a separate Pharmaceutical Society was founded in Northern Ireland, and the Pharmacy and Poisons Act (Northern Ireland) 1925 established the practice of pharmacy in Ulster.

Very soon after its formation, the Council of the Pharmaceutical Society of Northern Ireland, under the presidency of Mr Horatio Todd, JP, organised the examinations for the pharmaceutical chemist qualification. Regulations relating to the examinations were drafted, courses were arranged, and a special board of examiners was appointed under the leadership of Professor James Small, a pharmacist who held the chair of botany at Queen's. The first qualifying examination was held at the end of June 1926.

Soon after this, systematic courses of instruction in the pharmacy syllabus commenced in the chemistry department of the Belfast College of Technology. In 1929, the BSc degree in pharmacy of Queen's University was founded and is thus one of the oldest degrees in pharmacy in the United Kingdom.

From 1929 until 1971, courses for both degree and diploma examinations were taught at the College of Technology; by 1962 an independent department of phar-

* Professor D'Arcy occupies the new chair of pharmacy at Queen's. Dr Newcombe is a senior lecturer in the new department of pharmacy and was formerly head of the pharmacy department in the Belfast College of Technology

CHEMIST & DRUGGIST

Price service



STILL GOING STRONG!
PRICES 15p. and 26p.
FROM YOUR USUAL WHOLESALER

AMENDMENT TO SEPTEMBER QUARTERLY PRICE LIST

Prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the price subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Upright figures (0.14) is a tested guide. Price advanced. *r* = Price reduced. New entry. *d* = Delete. Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
BUT (366 Dendron) ing cream with CEF 600 e 112 ml 5.5061dz 2.3538dz 0.85			
997 P de LL)			<i>i</i>
me 1 oz 3.38dz 1.52dz 0.55			
2½ oz 6.34dz 2.85dz 1.03			
4 oz 11.38dz 5.12dz 1.85			
8 oz 18.77dz 8.45dz 3.05			
me 2 cc 3.07dz 1.38dz 0.50			
4 cc 4.67dz 2.10dz 0.76			
¼ oz 6.33dz 2.85dz 1.03			
½ oz 14.46dz 6.51dz 2.35			
1 oz 21.23dz 9.56dz 3.45			
2 oz 35.38dz 15.92dz 5.75			
IN (878 Napp)			
120 ml 0.30			
456 ml 1.10			
2.27 4.76			
20 0.19			
100 0.85			
500 3.80			
ATIC (16 AGL)			
Sensor outfit with case			12.50
without case			10.99
671 Jeyes) existing entry			<i>d</i>
(671 Jeyes)			<i>i</i>
es, alpine, lilac			
, springtime			
283 g 1.90dz 0.18½			
wick .. 2.28dz 0.22½			
.. 1.90dz 0.19			
.. 2.36dz 0.25			
N (23 ALAD)			
assador 16 oz 0.61			
32 oz 0.97			
corde 16 oz 0.58			
32 oz 0.94			
inental 8 oz 0.51			
16 oz 0.54			
23 oz 0.83			
32 oz 0.90			
rt 16 oz 0.54			
32 oz 0.87			
flask 16 oz 0.76			
32 oz 0.97			
per 16 oz 0.97			
32 oz 1.18			
32 oz 2.21			
flasks 23 oz 0.88			
inental 8 oz 0.30			

	Trade £.p	Tax £.p	Retail £.p
Concorde, Continental, Ambassador, Escort and Dura-Clad 16 oz 0.33			
32 oz 0.52			
Concorde and Continental 23 oz 0.50			
food flask 0.55			
food flask or jug 32 oz 0.65			
food flask super 16 oz 0.57			
32 oz 0.68			
ALBERTO CULVER (24 ACC)			
Get Set hair spray 303 g 2.78dz 1.25dz 0.43			
natural hold 303 g 2.78dz 1.25dz 0.43			
super hold 303 g 2.78dz 1.25dz 0.43			
for greasy hair 303 g 2.78dz 1.25dz 0.43			
ALBION (339 CG)			
cotton wool 1 oz 0.45dz 0.06			
4 oz 1.16dz 0.13½			
16 oz 3.65dz 0.42			
2 oz 0.70dz 0.09			
8 oz 2.00dz 0.23			
16 oz 3.42dz 0.40			
paper wrapped			
AMAMI (105 BTD)			
setting lotion .. 1.36dz 0.615dz 0.20			
AMIN-EX (760 Liga)			
low protein biscuits 1.53dz 0.17			
AMYLOMET (180 BEP)			
tablets 30 mg 100 0.20 †sls4A			
250 0.40 †sls4A			
1000 1.37 †sls4A			
100 mg 100 0.39 †sls4A			
250 0.85 †sls4A			
1000 2.96 †sls4A			
ANAPAX (848 Minnesota)			
cold and flu mixture <i>d</i>			
ANAXERYL (115 Bengue)			
ointment 40 g 0.18 0.055 0.29½			
ANDRE PHILIPPE (48 AP)			
bath essence 9 3.00dz 1.35dz 0.49			
soap guest ovals (6) 31 2.50dz 0.75dz 0.36			
ANESTAN (325 C-A)			
tablets 64 4.05dz 0.45 †			
184 10.35dz 1.15 †			
packs of 60 and 180 <i>d</i>			
ASPRO (893 Nicholas)			
junior tablets 24 0.775dz 0.23dz 0.10			
BARITOP 100 (289 Concept)			
contrast medium 300 ml 0.52			
BAYCARON (452 FBA)			
tablets 25 mg 50 1.24 1.86			
150 3.52 5.28			
BAYOLIN (452 FBA)			
ointment 35 g .. 0.18 0.05 0.32			
BEAUTY PUFFS (786 Macdonald)			
coloured rayon balls 3.00dz 0.37½			
BETADINE (878 Napp)			
ointment 25 g .. 0.25			
60 g .. 0.53			
skin and scalp			
cleanser 100 ml .. 0.41 <i>i</i>			
vaginal douche 240 cc .. 0.98			
gel .. 0.98			
pessaries 14 0.98 <i>i</i>			
scalp lotion <i>d</i>			
BIRKIN (1201 Supervite)			
hair tonic with oil 110 cc 0.30 0.13 0.60			
220 cc 0.45 0.20 0.90			
without oil 110 cc 0.30 0.13 0.60			
220 cc 0.45 0.20 0.60			
BRADOSOL (262 CIBA)			
lozenges 0.5 mg 20 1.20dz 0.15			
Brands (1114 SEF)			<i>d</i>
BRANDS (1438 RHM)			<i>i</i>
essence of beef 2½ oz 2.21dz 0.24			
chicken 2½ oz 2.21dz 0.24			
calf's foot jelly 10½ oz <i>d</i>			

	Trade £.p	Tax £.p	Retail £.p
BROVOLIN (878 Napp)			
cough syrup 150 ml 0.30 0.09 †DDI			
dp 1200 ml 1.90 †DDI			
BUTACOTE (501 Geigy)			
tablets 100 1.06 †s4B			
500 4.92 †s4B			
BUTOMET (180 BEP)			
tablets 100 mg 50 0.25 †sls4A			
100 0.44 †sls4A			
250 0.91 †sls4A			
1000 3.20 †sls4A			
BYDOLAX (878 Napp)			
syrup 150 ml 0.21			
Californian Poppy (76 Atkinson)			<i>d</i>
CALIFORNIAN POPPY (1102 Sanitas)			<i>i</i>
CARTERS (232 Carters)			
all-in-one canned brew 6.25dz 0.75			
herb care shampoo			
sachet 1.90 0.57 0.07			
(50) (50)			
rosemary shampoo .. 1.35 0.405 0.05			
(50) (50)			
vitamin C health drink .. 0.44 0.65			
Cerebos (242 Cerebos)			<i>d</i>
1200 ml 1.15			
CEREBOS (1438 RHM)			<i>i</i>
CHRISTYS (261 Christy)			
moisturising cream jar 2.15dz 0.97dz 0.35			
CODASPHEN (878 Napp)			
tablets 12 0.10 0.03 †DDI			
COMET (810 Maws)			
haircutter .. 0.305 0.09 0.63			
Regal .. 0.46 0.14 0.87½			
blades .. 1.46 0.44 0.15			
(20pkts) (20pkts)			
Corimist (1111 Corionel) existing entry			<i>d</i>
CORIMIST (1111 Corionel)			<i>i</i>
conditioner sachet 1.30 0.585 0.07			
(3 dz) (3 dz)			
bottle 2.08dz 0.935dz 0.34			
conditioning hair set .. 0.74dz 0.335dz 0.12			
hair spray 3 oz 2.13dz 0.96dz 0.35			
8 oz 3.34dz 1.505dz 0.55			
12 oz 4.80dz 2.16dz 0.79			
quick set .. 3.22dz 1.45dz 0.53			
shampoo sachet 1.22 0.365 0.06			
tube 1.64dz 0.49dz 0.24			
(3 dz) (3 dz)			
spray tonic .. 3.28dz 1.475dz 0.54			
CORNEX (534 GT)			
7 ml 0.07½ 0.02 0.14			
COVEXIN 8 (208 BW)			
vaccine (vet.) 50 ml 1.05			
100 ml 1.95			
250 ml 4.10			
syringe pack 0.50			
box of 6 needles 1.50			
CUPAL (333 Cupal)			
bismuthated magnesium			
ovals tins 2 oz 0.80dz 0.22dz 0.11½			
ginger flavour, Friar Tuck 3 oz 1.10dz 0.18dz 0.15			
CUTEX (256 CPL)			
Blinkers .. 2.53dz 1.24dz 0.45			
CUTICURA (1491 Cuticura)			
hand cream tube 3.08 1.35 0.15			
(40) (40)			
CYCLOMET (180 BEP)			
tablets 200 mg 50 0.32 †sls4A			
100 0.57 †sls4A			
250 1.28 †sls4A			
1000 4.74 †sls4A			
DENTU-CREME (1178 Stafford)			
standard 1.06dz 0.32dz 0.15			
large 1.47dz 0.44dz 0.21			
DIGESPIRIN (1169 BGS)			
antacid .. 0.11 0.15			
DOSULFIN (501 Geigy)			<i>d</i>
DURHAM DUPLEX (1526 DDR)			
safety razor, folding 100 4.72dz 1.42dz 0.71			

Specify **Wellcome** * Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent *Trade Mark

		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
kit	100 c	7.72dz	2.32dz	1.16	LIGA (760 Liga)					REVLON (1052 Revlon)				
safety razor "T" shape	101	5.36dz	1.61dz	0.81	3 way food	0.87dz	..	..	0.09	colorshine	..	..	..	0.81
home hair trimmer	300	4.47dz	1.54dz	0.69	gluten free biscuits	1.15dz	..	..	0.15	eye gleamer	..	..	..	0.85
with blades	700	2.99dz	0.90dz	0.45	LISIUM (201 Brunton)					REXALL (848 Minnesota)				
razor blades	..	4.07dz	1.22dz	0.61	vaginal spray	..	0.17	0.07½	0.30	acne treatment cream	..	..	..	d
stainless	(5)	1.69	0.51	0.15	LIVOX (878 Napp)					lotion	..	..	..	d
hollow ground	..	1.79	0.54	0.16	capsules	100	0.60			brewers yeast tablets g 7½	..	..	..	d
blades for trimmer	..	1.79	0.54	0.16	LOREL (761 Lilia-White)	500	2.50			all packs	..	..	..	d
stropping kit	90	4.29dz	1.29dz	0.65	cotton wool	300 g	1.729dz	..	0.17½	bronchial and catarrh syrup	..	..	..	d
stropping attachment	80	0.86dz	1.12dz	0.13	LOTEX (534 GT)					both packs	..	..	..	d
swinging stop	70	2.41dz	0.72dz	0.36	skin cream	56 ml	0.07½	0.02	0.14	iron and brewers yeast tablets	..	..	..	d
DUVADILAN (1539 Duphar)					112 ml	0.11½	0.03½	0.22		all packs	..	..	..	d
ampoules 10 mg 2 ml 6	0.55	..	..	d	MACLEANS (105 BTD)					triple action cough	..	..	..	d
packs of 5	..	..	..		toothbrushes	..	..	..	d	treatment	..	..	..	d
EMLAB (848 Minnesota)					MADECASSOL (1077 Rona)					RIPASON (11 ASL)				
brewers yeast tablets	50	1.23dz	..	0.14½	ointment 1% 10 g	0.40	0.12	0.65		tablets	30	0.42	..	0.63
iron & brewers yeast tablets	100	1.87dz	..	0.22½	MARY QUANT (876 MP)					150	1.88	..	..	2.82
50	250	3.10dz	..	0.37½	Loads of Lash	..	10.33dz	4.65dz	1.75	vial	10 ml	0.58	..	0.87
50	100	1.23dz	..	0.14½	nail polish sparklers	..	2.66dz	1.195dz	0.45	ROBADEN (11 ASL)				
100	250	1.87dz	..	0.22½	MAWS (810 Maw)					ampoules 1 ml	6	0.62	0.18	1.08
250	..	3.10dz	..	0.37½	babypacks	..				tablets	30	2.52	0.76	4.54
Energen (1114 SEF)				d	Bathtime	..	6.72dz	1.09dz	0.90	tablets	30	0.61	0.18	1.08
ENERGEN (1438 RHM)				i	Changetime	..	4.80dz	0.84dz	0.62½	150	2.52	0.76	4.54	
EQUAGESIC (1352 Wyeth)					toilettries gift pack	..	0.89	0.29	1.59	ROBINSONS (1449 R & CFD)				
tablets	packs of 10	..	..	d	Simple sterilising unit	..	0.555	0.025	0.85	baby syrup	6 oz	1.385dz	..	0.16
ERASMIC (412 Elida)					MAX FACTOR (813 MF)					5 ml	1	0.98	0.29	1.75 i
shaving stick	..	0.83dz	0.25dz	0.11	eye shadow	..				25	4.14	1.24	7.45	
refill	..	..	..		Precious duos	..	0.228	0.097	0.44	vials	5	0.98	0.29	1.75
ESTEE LAUDER (425 ELC)					whipped cream make up	..	3.63	1.55	0.70	5	4.14	1.24	7.45 i	d
Estee bath oil ½ oz	..	..	..	5.00	MEGGEZONES (1333 WL)					pack of 25	..	..	..
1 oz	..	..	..	8.50	pastilles	1.08dz	0.31dz	0.15½		SANOID (339 CG)				
body cream	..	..	..	5.00	MERCOLISED (994 P & M)					cotton wool B.P.C.	1 oz	0.51dz	..	0.06½
superpurs spray..	..	..	..	2.25	wax	1.85dz	0.835dz	0.29		2 oz	0.86dz	..	..	0.11
wake-up mask	..	..	..	2.10	METHEPH (878 Napp)					4 oz	1.43dz	..	..	0.16½
FAMILIA (304 Costa)					tablets	25	0.14	..	†	16 oz	4.75dz	..	..	0.55½
baby food	2½ oz	0.63dz			100	0.40	..	..	†	paper wrapped	½ oz	0.37dz	..	0.04½
Swiss Berchermuesli	13 oz	2.62dz			MICORAN (501 Geigy)					8 oz	2.57dz	..	..	0.30
2½ oz	0.63dz				ampoules 225 mg/1.5 ml	100	..	..	d	16 oz	4.56dz	..	..	0.53½
13 oz	2.60dz				MINALKA (289 Concept)					crepe bandage B.P.C.				
FORTIOR (878 Napp)					tablets	360	1.04	0.31	1.75	2 in	1.26dz	..	..	0.17½
tablets	25	0.18			MORNY (862 Morny)					2½ in	1.58dz	..	..	0.21
150	0.90				Fantasy	..	..	..	0.81	3 in	1.80dz	..	..	0.25
FRESH-SOX (848 Minnesota)					roller perfume	..	..	..	0.81	3½ in	2.10dz	..	..	0.30
deodorising insocks	..	2.55dz	0.287dz	0.35	roller perfume (French Fern, sandalwood)	..	..	..	0.77	4 in	2.42dz	..	..	0.32
GADE (621 Howden)					MYLETO (875 MPL)					5 in	2.94dz	..	..	0.36
entire entry	..	..	..	d	(distributors 1282 VB)					6 in	3.57dz	..	..	0.43
GAVISCON (1037 Reckitt)					cream	2.70dz	1.215dz	0.45		gauze B.P.C.	1 yd	0.78dz	..	0.10
tablets	20	0.333	..		lotion	2.70dz	1.215dz	0.45		3 yd	1.70dz	..	..	0.22½
GOKO (1565 P. Plus)					NITA LADDER STOP (331 CoFC)					6 yd	3.11dz	..	..	0.36½
minivision	..	..	..	18.90	aerosol	..	1.92dz	..	0.24	12 yd	6.05dz	..	..	0.71
GRASSHOPPER (1169 BGS)					NOXZEMA (690 Keldon)					SEDONAN (878 Napp)				
ointment	..	0.09	..	0.15	instant shave	..	..	..	d	ear drops	12 ml	0.20	..	..
HAEMOVIN (878 Napp)					NUBILACTUM (1600 SHL)					SHIELD (412 Elida)				
cream	25 g	0.20	0.06		cream aerosol	1.60	..	..	3.00	anti-perspirant standard	2.435dz	1.095dz	0.36	
HARMONY (412 Elida)					NU-SEALS (413 Lilly)					large	3.115dz	1.40dz	0.46	
hair colour	..	1.395dz	0.63dz	0.22	potassium chloride	500 mg	100	..	d	SHINE (412 Elida)				
HEAD & SHOULDERS (1010 P&G)					500 mg	100	..	..		hair conditioner aerosol	6 oz	2.825dz	1.27dz	0.43
shampoo cream	large	1.96dz	0.54dz	0.26	NUTREGEN (1438 RHM)					SIMPLE (25 AS)				
HILTON (105 BTD)					high fibre crispbread	..	1.224dz	..	0.12	(distributors 28 Alcos)				
creamy	..	3.06dz	1.38dz	0.45	OSPENEFF 125 (1098 Sandoz)					S-M-A (1352 Wyeth)				
HOSTACAIN (614 Hoechst)					tablets 125 mg	20	0.40	..	0.60 TS	liquid	370 ml	0.10		
with noradrenaline	..	..	..		100	2.00	..	..	3.00 TS	powder	450 g	0.34		
cartridges	1.8 ml	0.92	..	†s4B	OSSOPAN (11 ASL)					SMITH KENDON (1152 SK)				
HOSTACAIN SPECIAL (614 Hoechst)					powder	20 g	0.55	0.16	0.99	glucose boiled sweets	16 oz	2.70dz	0.485dz	0.33
cartridges	1.8 ml	0.92	..	†s4B	50 g	1.26	0.38	2.28		hand care	170 cc size	1.668dz	0.80dz	0.25
HUDNUT (631 Hudnut)					30	0.37	0.11	0.66		..	..	..	..	d
Fashion style	small	2.48dz	1.115dz	0.39	150	1.60	0.48	2.88		SORBITOL (EGIC) (1123 SLL)				
large	3.75dz	1.69dz	0.59		1000	9.20	2.76	16.56		30%	500 ml	1.05		
Light and Bright	small	2.035dz	0.915dz	0.32	PALETTE (1111 Coriernel)					STEROXIN (501 Geigy)				
Roll Quick	large	2.225dz	1.00dz	0.35	clear set	..	..	..	0.11	ointment	120 g	..	..	d
INNOXA (654 Innoxia)					colour set	..	..	..	0.12	SUNSILK (412 Elida)				
protein conditioning cream	..	..	..	0.87	Penicillin V Sulpha (413 Lilly)					conditioner	sachet	0.40dz	0.18dz	0.06
INSTANT POSTUM (304 Costa)					tablets	100	..	..	d	..	bottle	1.47dz	0.66dz	0.22
2.85dz	..	..	..		P.C.M. (878 Napp)					shampoos for normal, greasy, dry	..	..	..
INTRACEL (848 Minnesota)					tablets	100	0.28			or dull hair	bottle	1.32dz	0.395dz	0.18
cream	..	..	..	d	500	1.20				magnum	1.96dz	0.59dz	0.27	
ISO-PAK (16 AGL)					2500	5.95				SUPREME (752 Lenton)				
camera 1C	..	..	..	4.63½	PEARS (412 Elida)					elastic hosiery				
JACQUELLE (1412 Jackel)					baby soap	..	0.665dz	0.20dz	0.08	one-way stretch				
Deep cleansing milk	0.09	0.04	0.18		PETRON (1201 Supervite)					fashioned knee and ankle				
foam bath	0.10	0.03	0.18		universal atomiser	..	0.18	0.08	0.35	above knee	pr	1.65	..	2.48
lemon hand cream	0.09	0.04	0.18		PHENOMET (180 BEP)					anklets	pr	0.75	..	1.12
shampoo	0.10	0.03	0.18		tablets 15 mg	250								

	Trade £.p	Tax £.p	Retail £.p
above knee stockings	2.25	..	3.38
anklets	1.20	..	1.80
below knee leggings	1.20	..	1.80
below knee stockings	1.85	..	2.78
kneecaps	1.20	..	1.80
thigh leggings	2.25	..	3.38
thigh piece	1.20	..	1.80
sheer nylon	2.54	..	3.81
above knee	2.29	..	3.44
below knee	2.66	..	3.99
thigh	2.25	..	3.38
super nylon	2.33	..	3.50
above knee leggings	2.25	..	3.38
above knee stockings	2.25	..	3.38
anklets	1.20	..	1.80
below knee leggings	1.20	..	1.80
below knee stockings	1.85	..	2.78
knee caps	1.20	..	1.80
thigh leggings	2.25	..	3.38
thigh stockings	2.33	..	3.50
pantie hose	2.21	..	3.32
service light weight	1.98	..	2.97
springtime	1.60	..	2.40
summertime	2.10	..	3.15
superfit lightweight	1.50dz	0.45dz	0.20
MA (1282 VB)	2.10dz	0.945dz	0.31
licated cigarettes 20	2.435dz	1.095dz	0.36
(412 Elida)	3.115dz	1.40dz	0.46
dorants	2.025dz	0.91dz	0.30
erosol mist	1.635dz	0.735dz	0.24
perspirant aerosol	0.25	..	0.37½
handy	0.80	0.24	1.44
large	7.70	2.31	13.86
oll-on	50	..	TS
ly	500	..	TS
OLVE (204 Bunar)	500	..	TS
6½ oz	1.50dz	0.675dz	0.25
GL (1098 SANDOZ)	8.00dz	..	0.80
efs 1.34 mg	0.2667	..	0.40
500	..	..	0.40
ABID (917 Organon)	0.63	..	0.84
sules 250 mg	0.25	0.115	0.49
500	..	..	0.49
EX (171 BL)	1.50dz	0.675dz	0.25
sules packs of 16	8.00dz	..	0.80
KEN HAIR (1412 Jackel)	0.25	0.115	0.49
ditioner economy	1.50dz	0.675dz	0.25
ONA (1282 VB)	8.00dz	..	0.80
r dyes	0.2667	..	0.40
CAXTON'S TRUE BREW (1449 R&CFD)	0.63	..	0.84
kit	0.25	0.115	0.49
ETOL (1244 TLOC)	1.50dz	0.675dz	0.25
mpoo	8.00dz	..	0.80
ivax (208 BW) existing entry	0.2667	..	0.40
OVAX T (208 BW)	0.63	..	0.84
cine (vet.)	0.25	0.115	0.49
STER (1542 Trimster)	1.50dz	0.675dz	0.25
by products	8.00dz	..	0.80
bibs plastic	0.2667	..	0.40
face flannel	0.63	..	0.84
pants covered	0.25	0.115	0.49
-KIT (1154 SNP)	1.50dz	0.675dz	0.25
tact lens kit	8.00dz	..	0.80
standard TK3	0.2667	..	0.40
de luxe TK4	0.63	..	0.84
RAPEN (969 Pfizer)	0.25	0.115	0.49
up	1.50dz	0.675dz	0.25
PAS (1584 Syntex)	8.00dz	..	0.80
lets	0.2667	..	0.40
DOPA (1154 S & N)	0.63	..	0.84
lets 500 mg	0.25	0.115	0.49
DT (1169 BGS)	1.50dz	0.675dz	0.25
DL (152 Bovril)	8.00dz	..	0.80
250 g	0.2667	..	0.40
500 g	0.63	..	0.84
opa (1154 S & N)	0.25	0.115	0.49
LCOME (208 BW)	1.50dz	0.675dz	0.25
thidine hydrochloride	8.00dz	..	0.80
injection 50 mg/ml	0.2667	..	0.40
pack of 100	0.63	..	0.84
tablets 50 mg	0.25	0.115	0.49
pack of 500	1.50dz	0.675dz	0.25
ODWARDS (1346 Woodward)	8.00dz	..	0.80
by cream	0.2667	..	0.40
CS (752 Lenton)	0.63	..	0.84
lon elastic hosiery	0.25	0.115	0.49
Superfine seamless	1.50dz	0.675dz	0.25
full foot	8.00dz	..	0.80
Superflex seamless	0.2667	..	0.40
full foot	0.63	..	0.84
Springtime support	0.25	0.115	0.49
hose (70 den)	1.50dz	0.675dz	0.25
seamless	8.00dz	..	0.80
Summertime support	0.2667	..	0.40
hose (40 den)	0.63	..	0.84
seamless	0.25	0.115	0.49
support socks for men	1.50dz	0.675dz	0.25
pr	8.00dz	..	0.80

YALE (1354 Yale)

Marina cotton wool dispenser	420715	..	..	1.81
deodoriser holder	420815	..	..	1.50
first aid kit	420503	..	..	4.92
tissue dispenser	420603	..	..	1.93
toilet pack dispenser	420605	..	..	1.34
toilet roll holder	440100	..	..	1.03
tooth brush holder	410301	..	..	0.80
	410302	..	..	1.21

YARDLEY (1355 Yardley)

lipstick	..	0.229	0.103	0.45
Soul Shimmer	..	0.229	0.103	0.45

AMENDMENTS TO KEY TO SUPPLIERS

503 G	=	Geistlich Sons Ltd, Newton Bank, Long Lane (A41), Chester CH2 3QZ. 0244 47534
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813 MF	=	Max Factor Ltd, 16 Old Bond Street, London W1X 4BP. 01-493 6720
875 MPL	=	Myleto Products Ltd, 111 Clarence Road, London E5. 01-985 8808
1098 Sandoz	=	Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL. 01-629 5011
1164 SSL	=	Southall (Sales) Ltd, Surbiton, Surrey. 01-397 5200
1354 Yale	=	Yale Security Products division, Eaton Corporation, Wood Street, Willenhall, Staffs WV13 1LA. 0902 66911
1373 Hanovia	=	Hanovia Lamps Ltd, 480 Bath Road, Slough, Bucks. Burnham 4041
1438 RHM	=	RHM Foods Ltd, Victoria Road, London N.W.10. 01-965 6565
1450 CPL	=	Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey. 01-542 3402
1600 SHL	=	Stud Holdings Ltd, 45 Brompton Road, London SW3 1DE. 01-584 0791

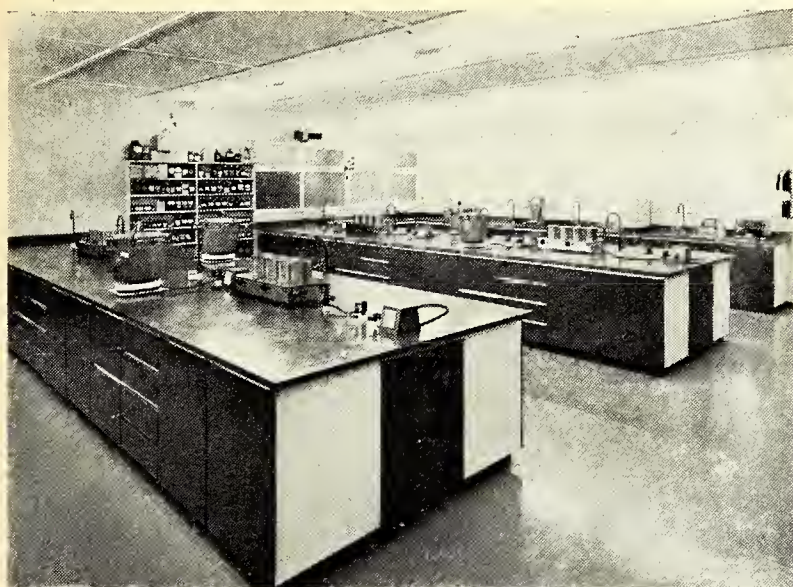
THIS WEEK'S CHANGES

		Trade £.d	Tax £.d	Retail £.d		Trade £.d	Tax £.d	Retail £.d
1934 (137 Blakoe)					CAVALCADE (567 HCBP)			
hormone cream	48 g	0.64	0.28	1.25	hair friction	..	1.00dz	0.45dz
ALCON (1154 SNP)					CELEVAC (1305 WB)			
eye preparations					granules	100 g	0.31	0.093
fluorescein 2%	15 ml	..	..	..	CELLOSENE (1073 Robinson)			
isopto prednisolone	5 ml	..	..	..	cellulose wadding	16 oz	1.80	..
ANADIN (655 ICC)					CLAIROL (172 BMCL)			
tablets	4	0.28dz	0.09dz	0.04	Nice N'Easv hair colour	0.288	0.13	0.55
	8	0.48dz	0.15dz	0.07	CODASPHEN (878 Napp)			
	20	1.24dz	0.38dz	0.17	tablets	12	..	..
ANBESOL (655 ICC)					Coliacron (444 F.A.I.R.)			
oral antiseptic	..	1.54dz	0.47dz	0.21	COLIACRON (1563 Enzypharm)			
ANNE FRENCH (655 ICC)					COLOPLAST (1364 HMS)			
cleansing milk					colostomy bags			
	79 cc	1.62dz	0.73dz	0.25	8 x 5 in	10	0.35	
	206 cc	3.04dz	1.37dz	0.47	8 x 5½ in	10	0.43	
glow 5 mask sachets	(1)	0.65dz	0.30dz	0.10	10 x 6¼ in	10	0.60	
	(3)	1.56dz	0.71dz	0.24	12 x 4 in	10	0.43	
moisture cream	tubes	1.30dz	0.59dz	0.20	12 x 5 in	10	0.50	
	jars	2.14dz	0.97dz	0.33	extra range			
Hidden Beauty	..	..	..	..	8 x 5 in	10	0.50	
ARRID (235 CW)					8 x 5½ in	10	0.58	
anti-perspirant extra					10 x 6¼ in	10	0.74	
dry aerosol standard					COMPOUND "W" (655 ICC)			
	130 g	2.92dz	1.25dz	0.44	wart remover	..	1.17dz	0.36dz
	190 g	3.53dz	1.51dz	0.53	COREGA (1178 Stafford)			
	255 g	4.52dz	1.93dz	0.68	denture powder	18 g	1.18dz	..
unscented	130 g	3.26dz	0.93dz	0.44	CORRIDA (Feraud) (480 FP)			
	190 g	3.94dz	1.12dz	0.53	eau de toilette for men			
	255 g	5.03dz	1.43dz	0.68		2 oz	0.70	0.32
anti-perspirant supreme						16 oz	2.70	1.22
cream	15 g	1.66dz	0.47dz	0.23	atomiser	2½ oz	1.45	0.65
	28 g	2.10dz	0.60dz	0.29	Crowes Creminine (751 LL)			
roll-on	28 g	2.05dz	0.88dz	0.31	CROWES CREMINE (558 Halas)			
refill	28 g	1.81dz	0.77dz	0.27	tin	..	1.84dz	0.83dz
spray	45 cc	1.79dz	0.51dz	0.25	CROWN (1073 Robinson)			
BISMAG (655 ICC)					wool felt	6	0.636dz	
powder	..	1.03dz	0.31dz	0.14		4680	0.902dz	
	..	1.83dz	0.55dz	0.25		4681	0.902dz	
tablets	165	1.83dz	0.55dz	0.25	DEWDOWN (918 Or-Lem)			
BISODOL (655 ICC)					squashes	..	1.18dz	tax paid
rollmints	..	0.44dz	0.14dz	0.06	DIXCEL (189 BT)			
tablets	100	2.35dz	0.71dz	0.32	cuisine kitchen towels			
BLAKOE (137 Blakoe)					twin pack	1.64dz	0.18dz	
male hormone cream					DRISTAN (655 ICC)			
	1½ oz	0.83	..	1.25	tablets	24	2.34dz	..
maxivits	20	0.66	..	1.00	Dutton's (398 GD) entire entry			
minivits	50	0.66	..	1.00	DUTTON'S (1169 BGS)			
multi vitamin/mineral					cough mixture	..	1.00dz	0.30dz
tablets	80	0.63	..	0.95		..	1.60dz	0.48dz
	200	1.33	..	2.00	EKAMMON (1305 WB)			
vitamin C tablets					tablets	100	0.38	0.114
500 mg	100	0.66	..	1.00	soluble	50	0.22	0.066
E cream	1½ oz	0.83	..	1.25	ETHISAN (312 AC)			
tablets						100 ml	0.107	0.032
100 mg	100	0.70	..	1.10		21	1.088	0.20
200 mg	50	0.70	..	1.10	FARLEYS (448 Farleys)			
capsules					baby dinner and sweet range			
600 mg	15	0.66	..	1.00	FENOX (147 Boots)			
	32	1.33	..	2.00	nasal drops	½ oz	1.00dz	..
wheat germ oil capsules								
	140	0.66	..	1.00	FIBROSINE (655 ICC)			
BRONNLEY (194 Bronnley)					balm	..	1.47dz	0.45dz
soap					FLEXOPLAST (1073 Robinson)			
country herbs					elastic bandage adhesive			
visitors (6)	..	..	..	0.60	B.P.C. full spread			
BRONTRIUM (1074 Roche)					4 in x 3 yd	4404	4.961dz	
capsules	100	1.10	..	1.65	6 in x 3 yd	4465	7.344dz	
paediatric	100	0.74	..	1.11	B.P.C. half spread			
CALAZEAN (312 AC)					2½ in x 3 yd	4420	3.261dz	
cream	25 g	0.08	0.024	0.14½c	wound dressing flexible B.P.C.			
CARTERS (235 CW)					1½ in x 2 in	4260	0.450dz	..
little liver pills	36	1.08dz	0.31dz	0.15	factories pack assorted			
	100	2.10dz	0.60dz	0.29		4267	1.534	..

	Trade £.d	Tax £.d	Retail £.d		Trade £.d	Tax £.d	Retail £.d		Trade £.d	Tax £.d	Retail £.d
wound dressings				PADDI (1073 Robinson)				VIGORTONE (918 Or-Lem)			
1½ x 1½ in x 144 4270	0.761			cotton wool balls				blackcurrant syrup	1.45dz	tax paid	0.15
1½ x 2 in x 144 4271	0.903			coloured 50	1.667dz	..	0.08½ <i>i</i>	glucose drink	2.47dz	tax paid	0.25
2 x 3 in x 144 4272	1.311			white 100	1.065dz	..	0.13½ <i>d</i>	new formula 100	1.18dz	tax paid	0.13
2½ x 3½ in x 144 4273	1.737			plch 0.161	..	..	0.22½ <i>c</i>	VIRULES (137 Blakoe)			
3½ x 4½ in x 144 4274	2.796			PEDOSAN (1514 Brocapharm)				100	1.03	..	1.55
individually wrapped				corn plasters	2.35dz	0.70dz	3.05	VITATROP (137 Blakoe)			
¾ x 1½ in x 100 4374	0.577			callous plasters	2.35dz	0.70dz	3.05	50	0.83	..	1.25
¾ x 2½ in x 100 4375	0.647			PERNIONE (576 PH)				100	1.33	..	2.00
¾ x 3 in x 100 4376	0.663			ointment 25 g	0.10	0.03	0.18	WILLIAMS (255 Chembro)			
1½ x 1½ in x 100 4370	0.836			PHRODISINE (137 Blakoe)				Ice Blue			
1½ x 2 in x 100 4371	0.913			tablets 100	1.65	..	2.50	Aqua-Velva			
2 x 3 in x 100 4372	1.270			POWERIN (655 ICC)				after shave 55 cc	2.67dz	1.20dz	0.41
2½ x 3½ in x 100 4373	1.715			tablets 12	1.10dz	0.33dz	0.15	110 cc	4.44dz	2.00dz	0.68
flexible dressing strips				30	2.05dz	0.62dz	0.28	XANADU (446 FI)			
¾ x 1½ in x 144 4275	0.494			PREPARATION "H" (655 ICC)				bath powder 5 oz	0.79	0.355	1.75
¾ x 2½ in x 144 4276	0.544			ointment	1.83dz	0.55dz	0.25	Cologne extraordinaire			
¾ x 3 in x 144 4277	0.589			suppositories 6	3.15dz	0.95dz	0.43	1 oz	0.57	0.255	1.25
FREEZONE (655 ICC)				PROSTALIN (137 Blakoe)				3 oz	1.24	0.56	2.75
corn remover ..	1.17dz	0.36dz	0.16	100	0.55	0.165	1.00	5 oz	1.69	0.76	3.75
GIVENCHY 111 (1589 Givenchy)				PYCAZIDE (1154 SNP)				spray 2 oz	0.79	0.355	1.75
perfume				tablets, 50 mg				hand and body lotion			
atomiser 7 g ..	4.50	..	..	500				8 oz	0.57	0.255	1.25
toilet water				REVLON (1052 Revlon)				¼ oz	1.74	0.785	3.85
atomiser 100 g ..	4.30	..	..	Eye-makers a la Carte				parfum			
HYDROSALURIC-K (837 MSD)				eye shiners	..	..	0.66	de luxe			
tablets pack of 25 ..	..	..	..	lid lights	..	..	1.10	purse ½ oz	2.82	1.27	6.25
HYPON (218 Calmic)				face make up	..	..		refill ½ oz	1.33	0.60	2.95
tablets	10	0.64	0.19	cheek shines	..	..	1.32	5½ oz	0.88	0.395	1.95
	50	0.20	0.075	Rheumajecta (444 F.A.I.R.)				soap-on-a-rope	0.69	0.205	1.35
	125	0.43	0.16	RHEUMAJECTA (1563 Enzypharm)				sponge ball set	2.43	0.73	4.75
	300	1.00	..	RONSON (1079 Ronson)				talc shaker 3 oz	0.50	0.225	1.10
	600	1.85	..	electric razors				whipped cream milk bath			
	5000	12.00	..	model M 21	5.44	1.63	9.13	6½ oz	1.00	0.30	1.95
IMMAC (655 ICC)				RS 25	4.29	1.29	7.21	ZUMAX (176 BCLO)			
hair removing cream				TS 850	5.44	1.63	9.13	nutritional supplement			
27 g	1.62dz	0.73dz	0.25	rechargeable RS 855	11.12	2.98	18.32	150 ml	2.70dz	..	0.40
54 g	2.59dz	1.17dz	0.40	M type							
sachet	0.65dz	0.30dz	0.10	hairdryers				AMENDMENTS TO KEY TO SUPPLIERS			
78 g	2.34dz	1.06dz	0.36	Escort ES 66	5.99	1.80	10.06	137 Blakoe			
lotion				Escort 2000 ES 001	6.86	2.06	11.52	= Blakoe Ltd, 229 Putney Bridge			
INAPASADE (1154 SNP)				de luxe ES 002	8.00	2.40	13.44	Road, London SW15.			
granules 1000 g				Rio single RI 7	3.99	1.20	6.71	01-870 0973			
Interacton (444 F.A.I.R.)				dual RI 1/4	4.27	1.28	7.17	363 DS			
INTERACTON (1563 Enzypharm)				single RI 6				= Declon Sponges Ltd, Cranborne			
JUNO JUNIPAH (312 AC)				dual RI 3				Road, Potters Bar, Herts.			
salts ..	1.49dz	0.45dz	0.20½ <i>r</i>	SILVIKRIN (105 BTD)				Potters Bar 5715			
JUSTINE (Feraud) (480 FP)				hair spray regular	1.765dz	0.79dz	0.26	386 Douek			
eau de toilette 2 oz	0.75	0.34	1.70	SOVOL (235 CW)				= E.M.Douek & Co Ltd, 62			
4 oz	1.30	0.58	2.80	liquid 4 oz	2.10dz	0.60dz	0.29	Gloucester Place, London			
16 oz	2.80	1.26	6.20	tablets 12	1.08dz	0.31dz	0.15	W1H 3HL 01-935 1309			
atomiser 2½ oz	1.60	0.72	3.60	24	2.10dz	0.60dz	0.29	443 Eylure			
perfume ¼ oz	0.70	0.32	1.60	50	2.74dz	0.78dz	0.38	= Eylure Ltd, Grange Industrial			
½ oz	1.35	0.61	3.00	Stimulash (1382 Garotta)				Estate, Llanfrehfa Way,			
2 oz	2.25	1.01	5.00	STIMULAWN (1382 Garotta)				Cwmbran, Monmouthshire.			
atomiser 2 oz	5.40	2.43	12.10	SUN REAL (918 Or-Lem)				Cwmbran 66611			
½ oz	1.40	0.63	3.20	whole orange/lemon	1.08dz	tax paid	0.12	710 Knox			
KINX (1073 Robinson)				low calorie orange/lemon	0.80dz	tax paid	0.09	= Knox Laboratories Ltd, 5			
pleated wool mini ..	2.75			low calorie pineapple/lime	0.93dz	tax paid	0.10	Western Road, Aston Clinton,			
(6 dz)				juice cordial				Aylesbury, Bucks. Aston			
LEVIUS (973 Pharmitalia)				SYR. PECTORALIS RUB (1545 Vestric)				Clinton 8121			
capsules 20	0.15	0.045	0.27	TANNAFAX (208 BW)				= M.C.P. Pharmaceuticals Ltd,			
250	1.75			entire entry				Alperton, Middlesex.			
MAGNAPEN (103 Beecham)				TAYLORS (1073 Robinson)				01-903 4411			
capsules 20	2.50			belladonna plasters porous	0.888dz	0.265dz		868 MC			
100	11.80			breast 6 in	1.021dz	0.305dz		= Multipax Chemicals Ltd, 121			
vials 10	3.68			7 in	0.907dz	0.27dz		Norwood Road, London			
MENTHACOL (976 PL)				boil plasters 144	2.27	0.74		SE24. 01-671 0975			
cold remedy 2.345dz		0.635dz	0.30	corn plasters				918 OrLem			
MIST KAOLIN ARMOMAT (576 PH)				sal acid				= Or-Lem Ltd, AVI House,			
500 ml 0.21	..	..	0.30	1½ x 3in 20%	0.315dz	0.095dz		Bridgefoot, Stratford-upon-			
NAIR (235 CW)				40%	0.353dz	0.265dz		Avon. Stratford-upon-Avon			
cream sachet 12 g	0.86dz	0.37dz	0.13	poorman's plaster	0.92dz	0.275dz		5671			
tube 30 g	1.81dz	0.77dz	0.27	sponge rubber adhesive				1225 Thermega			
lotion sachet 25 g	0.86dz	0.37dz	0.13	¾ x 36 x 18in	2.804			= Thermega Ltd, Ermy Way,			
tube 115 g	2.86dz	1.22dz	0.43	¾ x 36 x 18in	2.222			Leatherhead, Surrey. Ashted			
NIKINI (1073 Robinson)				unsprayed				73433			
pads 12	4.32	..	0.12	¾ x 36 x 18in	2.089			1408 Rayner			
(4 dz)				¾ x 36 x 18in	1.505			= Rayner & Co Ltd, 11			
NORINYL-I (1584 Syntex)				superfoam adhesive				Commercial Road, London N18.			
tablets				¾ x 36 x 18in	1.194	0.355		01-807 0441			
multi-pack 20 x 21	5.65		†s4Bi	unsprayed	1.59	0.475		1514 Brocapharm			
NORINYL-2 (1584 Syntex)				¾ x 36 x 18in	0.859	0.255		= Brocapharm Ltd, Trend House,			
tablets				¾ x 36 x 18in	1.304	0.39		Pyrford Road, West Byfleet,			
multi-pack 20 x 21	6.33		†s4Bi	wintergreen and capsicum	0.685dz	0.205dz		Surrey. Byfleet 42297			
NYSTAN (1176 Squibb)				plasters 5 x 7½in	1.368dz	0.41dz		1553 Contactasol			
pessaries 15	0.42	..	0.63	7 x 11in				= Contactasol Ltd, 2 Portsmouth			
100	2.64	..	3.96	TEDRAL EXPECT (1310 WW)				Road, Kingston-on-Thames.			
vaginal tablets				linctus 300 ml	0.52	0.155	0.93½†s4A●	01-546 4964			
Oculucidon (444 F.A.I.R.)				TESTRONES (137 Blakoe)				1563 Enzypharm			
OCULUCIDON (1563 Enzypharm)				100	0.55	0.165		= Enzypharm Biochemicals Ltd,			
ODOL (235 CW)				TOGAL (533 Grabowski)				179 Heath Road, Twickenham,			
mouthwash 45 cc	1.66dz	0.47dz	0.23	tablets 42	2.10dz	0.63dz	0.32	Middlesex. 01-892 2028			
85 cc	2.66dz	0.76dz	0.37	TOPILAR (1584 Syntex)							
toothpaste 60 g	1.08dz	0.31dz	0.15	cream 500 g							
107 g	1.93dz	0.55dz	0.27	ointment 500 g							
ORGANIDIN (1305 WB)				UNG MORRHUAE CO (576 PH)							
solution 25 ml	0.29	0.087	0.52	25 g	0.09	0.03	0.16				
ORLANE (1145 Sirex)				URISPAS (1584 Syntex)							
eyebrow pencil ..	..	..	1.00	tablets	1000	23.95	†s4Bi				
gold/silver ..	..	..	1.75	Vasolastine (444 F.A.I.R.)							
eye shadow/				VASOLASTINE (1563 Enzypharm)							
cheek gleamer	1.75	VIACUTAN (1305 WB)							
OVERONES (137 Blakoe)				cream 1%	25 g	0.18	0.054				
100	0.55	0.165	1.00								

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FUCIDIN H (747 Leo)			
gel 10 g	0.38		
25 g	0.80		
MEGGEZONES (1333 WL)			
pastilles tins (restricted area only)	1.26dz	0.36dz	0.18
NUTRAMENT (1498 MJ)			
liquid meal 13 oz	2.50dz	..	0.26
OR-LEM (918 Or-Lem)			
black currant low calorie drink	0.90dz	tax paid	0.10
	1.25dz	tax paid	0.14
	1.25dz	tax paid	0.14
	1.80dz	tax paid	0.20
	1.39dz	tax paid	0.15
	2.12dz	tax paid	0.23
	1.25dz	tax paid	0.14
	1.80dz	tax paid	0.20
	1.25dz	tax paid	0.14
	1.80dz	tax paid	0.20
	1.39dz	tax paid	0.15
	1.08dz	tax paid	0.12



Pharmaceutics laboratory



Pharmacy practice laboratory

macy had been formed and enjoyed a considerable reputation for its undergraduate teaching and its post-graduate research. The pharmacy department at the College closed in the summer of 1971 and on October 11 the new department of pharmacy at Queen's commenced teaching at the medical biology centre adjacent to the Belfast City Hospital. The BSc degree in pharmacy then became the only entry to membership of the Pharmaceutical Society of Northern Ireland and registration as a pharmaceutical chemist.

The new department of pharmacy occupies temporary, although specially designed and constructed laboratories (pictured at the top of facing page); a permanent building will follow in two years. Lecture theatres, library and student common room facilities are provided in the main buildings of the medical biology centre, which undertakes the pre-clinical teaching for the faculty of medicine.

The department of pharmacy is, however, part of the faculty of science and thus enjoys the privilege of being closely associated with the work of both these faculties. We feel that this mingling of the embryo pharmacist, with the embryo doctor and the embryo scientist has much to recommend it. Students frequently learn far more from each other than they do from their tutors, and we are certain that this arrangement will do much to strengthen the bonds and aid the work of these allied professions in Northern Ireland.

Honours degree

The BSc (Honours) degree in pharmacy is based on a four-year course, although students who have attained a sufficiently high standard of A-level results in the GCE examination are encouraged to take a three-year degree by entering directly into the second year (level 1) studies.

For the four-year degree, studies commence with the intermediate (level 0) year in which the subjects are normally chemistry, physics, mathematics and a biological subject. In the second year (level 1), physiology is taught in the department of physiology at the medical biology centre, chemistry in the departments of chemistry at the David Keir Building, and pharmaceutics in the de-

partment of pharmacy. The final two years in the course (levels 2 and 3) are spent in the department of pharmacy and comprise the four traditional subdivisions of pharmacy: pharmacology, pharmaceutics, pharmacognosy and pharmaceutical chemistry together with an elective topic on a specific aspect of pharmacy practice or research carried out in the final year on a project basis.

Specialised courses

Currently specialised courses in chemical topics, notably physical instrumentation, are also held in the department of chemistry during the level 2 and 3 courses. The context of the degree course has purposely been maintained as flexible as possible to allow for the future insertion of courses on business administration and management, on analytical and quality control techniques, and for an increase in the biochemistry and therapeutics content of the pharmacology course.

Post-graduate research may lead to PhD or MSc degrees and currently the following are examples of research topics being actively pursued in the department: the pharmacology and toxicology of sympathomimetic amines with particular reference to hypoxia (in collaboration with the department of therapeutics and pharmacology), the development of methods for the screening of drugs for ototoxicity, the influence of specific drugs on diagnostic tests, the synthesis and biotransformation of azasteroids, the phytochemistry of the genus *Psychotria*, the mechanism of action of antimicrobial agents, freeze-drying of viruses, the chemotherapy of virus infections.

Emphasis has also been given to continuing the organisation of short courses aimed at keeping practising pharmacists in touch with recent developments. Such courses were a specific feature of the former department at the Technical College and enjoyed the keen support of the pharmacists of Ulster.

In this present academic year it is proposed to give a refresher course of eight lectures on the pharmacology of drugs in common clinical use. Future expansion of academic teaching is also envisaged in the post-graduate field and preliminary discussions have already led to the founda-

tion of a MSc course in hospital pharmacy to commence, if possible, during the next University quinquennium.

It is fortunate indeed that this new era of pharmaceutical education in Northern Ireland has commenced at precisely the same time as the "quiet revolution in pharmacy" in the United Kingdom. The recommendations of the Noel Hall report are already being implemented in the pharmaceutical service of the Ulster hospitals, the enactments of the Medicine Act 1968 will also do much to enforce and expand the role of the pharmacist in the health team and define the responsibilities of the pharmaceutical profession in its privileged role in safeguarding the health of the community. It is fortunate that at this point in time there is no major pharmaceutical industry in Northern Ireland, but this must surely come and the new department can already claim to be preparing graduates to enter careers in that industry.

Reciprocal recognition

It must not be assumed that all students entering the new department of pharmacy are residents of Northern Ireland; a number come from England and some from Commonwealth countries (entry is via the normal UCCA application). In the last year discussions between the University and the Pharmaceutical Society of Great Britain culminated in the Council of the British Society recognising the degree granted in respect of pharmacy by Queen's as a means of entry to the British register of pharmaceutical chemists. In addition the Councils of the Pharmaceutical Societies of Great Britain and Northern Ireland have agreed on a new agreement for the reciprocal recognition of qualifications. Thus a pharmaceutical chemist registered in Northern Ireland can go to Great Britain and when resident there apply for registration which will be granted without impediment. The converse also applies.

It is obvious, therefore, that this new department of pharmacy at Queen's has a prime role to play in the development of pharmacy in Northern Ireland and indeed has a definite contribution to make to the future of the profession in the whole of the United Kingdom.

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COMMENT

A welcome challenge

The Bolton Committee's report on small firms (page 719) is a challenging document. It should certainly be welcomed by all those small companies that are confident in their own energy and general fighting trim, but it will afford cold comfort indeed to any who merely feel "it is time something was done" for them.

The terms of the report make it absolutely clear that the Committee sees the role of the small firm as a highly competitive one—as a prompter of greater efficiency in industry generally, and, particularly, the larger concerns around them.

That view is crystalised in the last of the eight "important functions", of small companies enumerated in the report: "They provide the means of entry into business for new entrepreneurial talent and the seed-bed from which new large companies will grow to challenge and stimulate the established leaders of industry".

The very fact that the Committee believed there was no case at present for discriminating in favour of small firms, underlines their opinion that there should be no "feather-bedding". Small companies are seen as a fighting force within the economy—and to disencumber this commando, more than 60 moves are suggested to get rid of the "inequities and disabilities which small firms now suffer": for example, the Committee found that the load of Government statistical requirements was several times heavier for small firms than for large, bearing in mind their respective resources. Steps are suggested to redress that imbalance.

Above all, the report will be welcomed for the force with which it underlines the importance of the role that efficient small firms can play in the economy, describing them, indeed, as a factor in the "health, if not the existence of the private enterprise system".

Even in stressing the decline of the UK small-firm sector, the Committee state their belief that before it becomes dangerous, "the natural resilience and inherent strength" of small firms will assert themselves.

The spirit of the report is, perhaps, best summed up in the comment of Mr John Bolton himself, when talking of the proposal to create of "Minister for Small Firms". He stated: "A minister is necessary because the way to get anything done is to make someone responsible for it".

Responsible for own survival

Small firms' responsibility for their own survival is as much at the heart of the report as is their value to the economy.

It should be added that the "viability figure" for a single privately-owned pharmacy is probably in the region of £30,000 a year turnover. It is reasonable, therefore, to suppose that the overwhelming majority of such pharmacies would come within the committee's working definition of a "small" retail business—£50,000 a year turnover—and so, within the scope of its recommendations.

By the same token, it is unlikely that the remarks concerning voluntary trading groups, contained in the accompanying Research Report on the retail sector, will go unheeded.

LETTERS

Being 'conned'?

C&D readers will recollect that at the February conference of Local Pharmaceutical Committees, the chairman of the Central NHS (Chemist Contractors) Committee informed representatives that "Sir Keith had said immediately that he would not agree to any form of arbitration".

It will also be recollected that a letter from Sir Philip Rogers of the Department of Health to the Central Committee in April stated, *inter alia*, that Sir Keith "was not implying that arbitration was ruled out as a matter of principle, merely that he saw no grounds for raising the question of arbitration at that time (since there seemed room for a negotiated settlement of the issues)".

In view of the obvious inconsistency of these statements and the disinclination of the chairman of the Central Committee to challenge Sir Philip Rogers' statement publicly, Plymouth and North-east London Local Pharmaceutical Committees combined to ask Sir Keith Joseph for a categorical statement as to whether or not

pharmacy was in fact denied arbitration at the December 1970 negotiations.

Predictably, the reply came not from Sir Keith but from an officer of the Department of Health who "had been asked to reply", and stated: "The matters which you raise on behalf of the North-east London and Plymouth Local Pharmaceutical Committees have been the subject of discussions and correspondence with those committees' national representatives, the Central NHS (Chemist Contractors) Committee. In May the Central Committee released for publication an extract from a letter from the permanent secretary of this Department, Sir Philip Rogers, which explained that arbitration is not ruled out as a matter of principle. The Department has nothing to add."

Presumably, there is something to hide, or someone to protect, and we must, it seems, content ourselves with conjecture as to what or whom.

Contractors will not, however, have failed to note after nine months of waiting that the promised "continuing negotiations" and "early appointment of experts" have as yet been conspicuously unproductive and will doubtless now be forming second judgments on the allegedly extravagant language of the undersigned when he warned representatives way back in February that "they were being conned".

R. G. Worby, Secretary
NE London Pharmaceutical Committee

No further use?

It has come to my notice that the VG Group are currently distributing Fisons Sanatogen Multivitamins to their supermarket branches here in Northern Ireland.

Fisons, having persuaded us to launch this product for them, would seem to have no further use for our talents, nor consideration for our efforts—until of course they produce the next new line. Surely by now we have learned enough not to lose the next round!

A. W. Oliphant
Maghera, co Derry

BOOKS

Pharmaceuticals. J. N. T. Gilbert and L. K. Sharp. *The Butterworth Group*, 88 Kingsway, London WC2B 6AB. 8½ x 5½ in. Pp 205. £2.

This book gives a survey of the pharmaceutical industry for students at school or university who are contemplating a career in this field.

It gives a brief historical background to the industry and pharmacy and describes the development and properties of the more important drugs.

PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

NHS contract dispute bar to a planned service

Company chemists' opposition to limitation of the NHS dispensing contract is holding up Government action on a planned pharmaceutical service—but the Pharmaceutical Society is to press for draft legislation to overcome the difficulty.

The Council of the Society was told last week that when representatives of the Committee on a Planned Pharmaceutical Service met those of the Department of Health in June to discuss the document on "Pharmacies in health centre areas," much of the meeting had been taken up with the difference between the Company Chemists' Association and the other bodies represented on the Committee concerning restriction of the right of contract entry for Part IV services.

For the Department, it had been emphasised that the difference was extremely important. Although Ministers had indicated that they had no objection in principle to the proposals included in the Committee's document, their final decision on whether or not to implement them would be materially affected by their knowledge that a specific proposal was likely to be highly controversial within the profession.

The Company Chemists' Association had stated consistently that its objection was one of principle. It was against any new restriction which could affect its members' businesses now or in the future.

Vital decision

Because he was convinced that the Government's decision on the question was vitally important to the future of general practice pharmacy, Mr W. M. Darling, president, said he had attempted to identify more precisely the problems which the Association considered it would face should the Committee's recommendation be implemented. But after further meetings with members of the Association, at which the whole question had been explored in detail, it became clear that the basic objection of the Association to restrictive legislation was deep rooted.

However, the Association's representatives had said that they appreciated that the Society had to continue to press the Department to implement recommendations of the Committee on a Planned Pharmaceutical Service. It would only be able to state how forcibly it would oppose legislation when drafts were available.

The president had decided that a further approach should be made to the Department informing it that the difference of principle between the Association and the other bodies represented on the Committee still existed, but suggesting that the extent of the Association's opposition to the proposed legislation could only be judged if draft clauses were produced for comment.

Mr J. Ferguson, an assistant secretary of the Society, had therefore met a

representative of the Department to explain the situation and request that draft legislation should be prepared. Developments had now to be awaited from the Department.

Council agreed that the Society should apply for membership of the pharmacy group of the European Economic Community.

A model of the Society's proposed new headquarters building at Lambeth was shown to Council. Members agreed that the basic design of the scheme of the new headquarters building for the Society on the Lambeth site should be approved and that the architect should be authorised to apply for detailed planning permission and for any amendment of the office development permit.

The Society had been represented at a meeting at HM Customs and Excise, when the effect on the health professions of the imposition of the proposed value added tax was explained. It was accepted that the position of pharmacy was complex, and that a further meeting with pharmaceutical organisations should be held.

Mr D. F. Lewis, secretary and registrar, reported that the 1972 Franco-British Pharmaceutical Congress would be held in the Isle of Man, May 5-8. The fee would be £33-£35, excluding travel.

The Education Committee reported that the Society's literature on careers in pharmacy had been revised and passed on to the working party for comment. Work would now proceed with the revision of colourslides used by the Society.

It was reported by the Organisation Committee that confirmation had been given by the Privy Council to alterations to the byelaws section XII (3) which would require at least five of the 10 members who nominated a candidate for the Council, to be from the branch of that candidate.

The clerk to the Privy Council had pointed out that most other professional bodies had recently adopted a clause making it impossible for a member to nominate more than one candidate at each election. It was recommended that an appropriate amendment to that effect should be made within the general revision of the byelaws.

Following recent publicity involving samples of medicinal products, the Practice Committee had considered the Society's policy. It was decided that after other interested pharmaceutical bodies had been consulted, a decision would be made at Council's December meeting.

It was agreed that the reply which had

been received from Sir Keith Joseph to a letter from the president asking that pharmacists from hospital and general practice pharmacy should be appointed to the steering committee for the NHS reorganisation management study, was unsatisfactory. The general practice subcommittee had been particularly concerned that the Secretary of State, in his reply, had said that "Your Society is in no different a position to very many other organisations which reflect particular professional or sectional interests."

The Society itself had not asked for representation on the committee. It was noted that two general medical practitioners had been appointed to the steering committee, as well as a member of the General Dental Council and several members of the medical and nursing professions engaged in the hospital service. It was recommended that the president should be asked to write again to the Secretary of State.

In the light of information that "child-resistant" closures for containers were likely to be marketed in volume in the spring of 1972, the Practice Committee agreed that the Society's policy on such closures should be reviewed. If such containers were to become generally available, it was felt that the Society would wish to be able to advise members not only on the principle of using them but also on the relative merits of various designs. It was felt that a British standard for the "child resistant" properties of a closure should be produced, and it was recommended that the British Standards Institution should be approached.

Warning labels

An inquiry had been received from a local pharmaceutical committee inquiring about the possibility of a suitable warning label being made available to be affixed to all dispensed iron-containing medicines. The general practice subcommittee felt it would not be wise to recommend that a particular form of labelling should be adopted only for iron preparations. All medicines should be kept out of the reach of children.

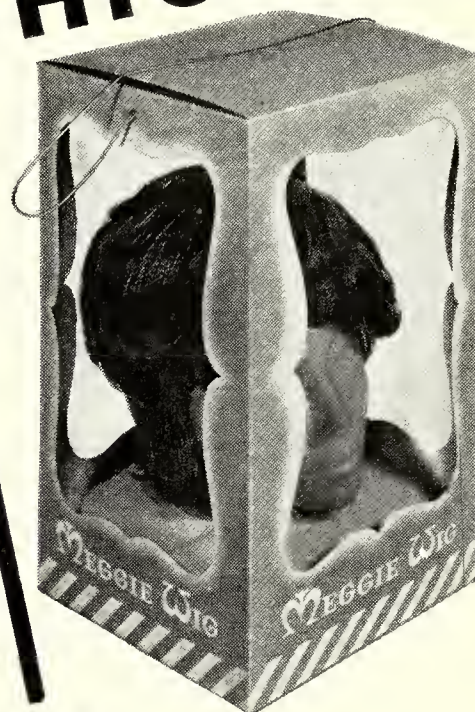
The chairman of the Ethical Committee, Mr W. A. Beanland, reported that information had been received that routine examination of a pharmacist's poisons register had recorded sales of 1,155 tablets DF 118, made within a period of three months, all to the same person. The inspector concerned had come to the conclusion that the purchaser was almost certainly an addict and had advised the pharmacist accordingly. He had suggested that no further sale should be made and had informed the police. The police had asked the pharmacist to inform them if the same person attempted to buy any more tablets. The following morning after a telephone call from the pharmacist, the police had arrested a man in the pharmacy and it had been established that he had a history of addiction to DF 118. He had signed using a false name.

The pharmacist thought that he had been justified in making the sales. It was agreed that he had been wrong in making continued sales of the tablets and that an appropriate letter should be sent to him.

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Irish Society's Council pledges support for drug safety week

The Council of the Pharmaceutical Society of Ireland agreed at its October meeting in Dublin to participate at national level in a "drug safety week" which is being organised to start at the end of this month by the Department of Health.

Proposing the motion, the president, Mr R. J. Power, recalled that the Minister for Health, Mr Childers, had referred to the proposal at the Congress Banquet in Wexford. Mr Power said that pharmacists would have an active part to play in any campaign against drug misuse—for instance, in pointing out the dangers of tablets being left around the house, or of people for whom a prescription had not been ordered, taking tablets which had been recommended for someone else.

The public required to be educated about such dangers and about proper drug storage, to prevent possible fatalities; and that was something which concerned all pharmacists. It was vital that adequate measures be taken in every home to protect children from the dangers of medicines left lying around. In view of the fact that the Department was about to launch a publicity campaign it was important that pharmacists should co-operate. He understood the campaign would be launched at the end of November.

He had given the Minister a personal assurance that pharmacists would co-operate in promoting such a campaign.

Important message

Supporting the suggestion, Mr M. F. Walsh suggested the adoption of some such slogan as "There is no such thing as an absolutely safe drug". That kind of message must be got across.

Mr R. J. Semple said he was delighted with the proposal because in some health campaigns pharmacists had been ignored and had not been able to help the public when inquiries were made about such campaigns. Their aim should be to identify pharmacy with the health of the nation.

He looked forward to further contacts with the Minister on matters affecting the nation's health.

Arising from the Postgraduate Education report, Mr Semple announced details of a course in physiology and pharmacology which would be held in Cork city during November-March inclusive. The course, for which the fee would be £30, would be for community, hospital and industrial pharmacists to bring their knowledge of the mode of action of drugs up-to-date. It was also designed to enable pharmacists to communicate more effectively with members of other professions and with the public and he appealed for the support of all pharmacists, living within a 50 miles radius of Cork.

Each of the five courses would occupy three successive evenings, beginning November 9-11 inclusive, and ending March 6-8. All details to be obtained from the Director, Postgraduate Education Committee, College of Pharmacy, Dublin.

Survey on structure of pharmacy

The chairman of the Practice of Pharmacy Committee, Mr Walsh, referred to the projected survey into the economics, education and professional structure of pharmacy. The urgency of such a survey, he said, had been heightened by the country's pending entry into Europe. The survey would be undertaken by the Economist Intelligence Unit of Ireland and would cost £2,000. He was anxious to hear the views of members, particularly from Regional Associations as to how this money could best be raised. Other professions had already obtained similar surveys and he believed such an undertaking was vital at this juncture.

Agreeing, Mr J. P. O'Donnell said that at present one of the inhibiting things about pharmacy was that students on leaving college could not employ the basic skills they had acquired.

The nursing, medical and other professions were handing out drugs, and unfortunately, pharmacy was being relegated to that level—of merely handing out drugs. Some people, apparently, confused the handing out of drugs with the dispensing of medicines and now pharmacy was left with that "inhibiting and destroying image", with the result that while the pharmacist was equipped with the vital basic skills he was not given much outlet to employ them at community pharmacy level.

Things would be different if pharmacists had the sole dispensing for the entire community. They would then be working with the doctor—not for him.

At present the pharmacist's light was hidden under a bushel but with the advent of the new Health Scheme he looked forward to the pharmacist being assigned his rightful role in the medical field. They could then look forward to playing a constructive part in arresting the incidence of drug dependence which had increased considerably in recent years. This was one of the first things pharmacists had to arrest but at present with such easy access to medicines from other channels the pharmacist was not fully involved in the dispensing and compounding of these preparations.

The president said the new concept was to involve the public in drug education; to inform them of the dangers of drugs and of their pharmacological properties. The medical profession was doing this

and pharmacy should play its part and direct its efforts towards the youth.

Mr Walsh said he would like to see posters sent to every school warning of the dangers of drug abuse. It all came back to the role of pharmacists in health education. In Spain the pharmacist was involved in water analysis and in the polio scheme.

Mr Power said that one of the fields in which they could co-operate with doctors was that of sensitivity. They could be of immense assistance to the general practitioner in this work. This was something which should be discussed with the medical profession.

Mr Walsh said they should get together with the doctors on all matters on which there was mutual understanding and agreement. Pharmacists had a separate contribution to make both at national and public health level and they must co-operate in the various health fields.

The president referred to the two candidates defeated in the recent Council election and said he thought the thanks of pharmacy should go out to them for having sufficient interest to seek election. The number of pharmacists basically interested to go forward was very limited and the two pharmacists concerned deserved full credit.

On the motion of the president, a vote of thanks was passed to the organisers of the Pharmaceutical Congress in Wexford, a special tribute being paid to the president of the local committee, Mr Seamus Byrne, and the chairman, Mr John Sherwood.

The Congress had been remarkably successful and in line with the high standards set in previous years.

President's success

The three outgoing officers—president, vice-president and treasurer—were re-elected. Proposing the re-election of Mr R. J. Power as president, Mr J. P. O'Donnell said that when he was elected last year, members of the Council and of the Society felt confident that they had nominated a president of great promise whose term of office would be fruitful at a critical juncture in Irish pharmacy. Mr Power had fulfilled these expectations. His year had been marked by unselfish, devoted work and every aspect of pharmacy had benefited from his endeavours. Mr Power was familiar with pharmacy in all aspects—academic, veterinary, hospital, industrial, postgraduate and community pharmacy. He was also a member of the Joint Health Services' Negotiating Committee and they were lucky at this particular juncture to have a man of his calibre steering pharmacy in "these critical and big-decision days". It was with personal pleasure and great confidence that he proposed his re-election.

Professor R. F. Timoney seconded the proposal.

Proposing the re-election of Mr R. J. Semple as vice-president, Mr Power said he valued his support and comradeship over the years, particularly since his election as vice-president last year. Mr V. G. McElwee formally seconded.

Continued on page 736

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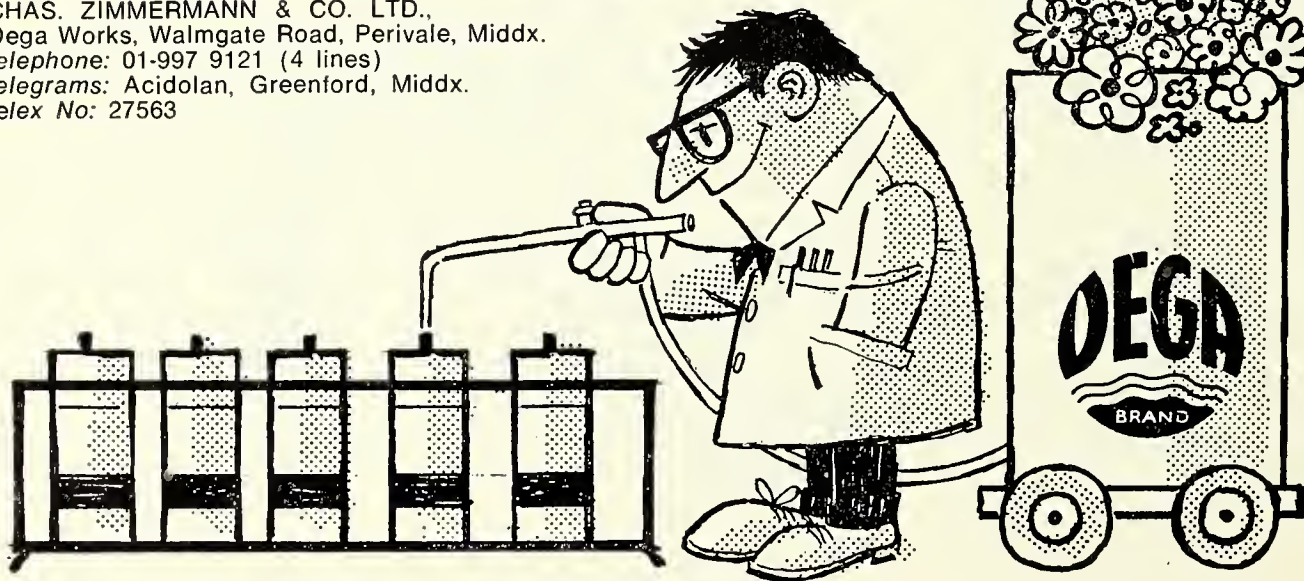
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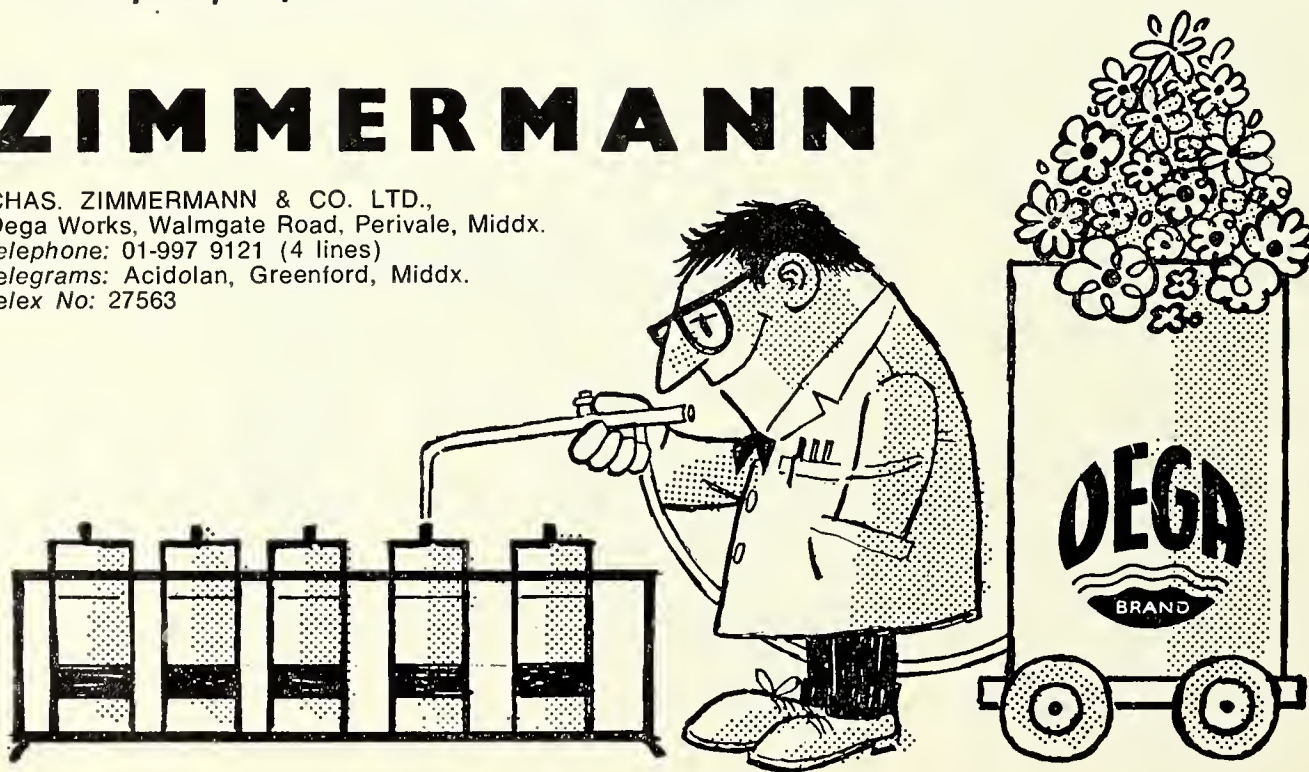
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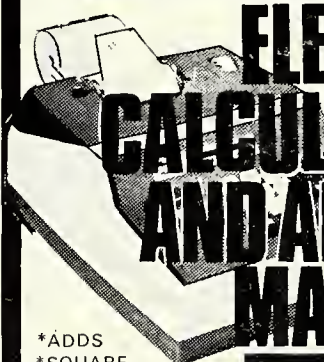


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MARKET NEWS

Citric acid prices move up

London, November 10: Domestic producers of citric acid put up their prices on November 8 by varying amounts—the granular hydrous by £14-£16 per metric ton according to quantity, and the anhydrous by £13 across the board. Mercury salts, on the other hand, were lower at the rates quoted below.

Lower among crude drugs were ipecacuanha, kola nuts and lycopodium. Dearer were pepper, balsam Peru and American lobelia herb. Natural camphor powder was easier for shipment while offers of Seychelles cinnamon bark were unobtainable.

A rise of £0.40 kg to £2.40 kg in the spot rate of lemongrass was about the only feature of the essential oil market. Last week's shipment rates for arvensis peppermint were shaded a few pence per kg. Petitgrain was £2.85 kg on the spot.

Pharmaceutical chemicals

Acetic acid: In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.

Acetomenaphthone: 100-kg lots, £5.62½ kg.

Benzolic acid: One-metric ton lots £30.42 kg.

Boric acid: BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

Brucine: (1-kg lots) alkaloid £21.75; sulphate £17.50.

Cantharadin: £75 per 100 g.

Carotene: Suspension 20 per cent £16.73 kg.

Cinchocaine hydrochloride: £42.50 kg.

Citric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £358, £346, £334 respectively. Premium for powder £10.

Dimidium bromide: 5-g lots £3.20 g.

Dextromethorphan: Hydrobromide £98.53 kg.

Ferrous gluconate: £628 metric ton in 50-kg lots.

Ferrous phosphate: In kegs £0.46 kg.

Gallic acid: 1,000-kg lots £1.54 kg.

Glucose: (Per metric ton in 10-ton lots), monohydrate powder £83.70; anhydrous £156; liquid 43° Baumé £69 (5-drum lots).

Gualacal salicylate: £1.40 kg for 250-kg lots.

Homatropine: (500-g) Alkaloid £59.10 kg. hydrobromide £46.75; hydrochloride £55.30; methylbromide £48.65; sulphate £57.25.

Hydrocortisone: Acetate or alcohol £0.25 g.

Hydrogen peroxide: 35 per cent, £130 per 1,000-kg in 50-kg containers.

Hyoscine hydrobromide: £314.25 kg.

Hyoscyamine sulphate: per kg £55.50.

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

Iron ammonium sulphate: 100-kg £205 per metric ton.

Iron and ammonium citrate: (Per metric ton) granules, 50-kg lots £620; 250-kg £602; 50-kg scales £790; green £830.

Iron phosphate: £470 for metric ton 50-kg lots. **Isoprenaline sulphate:** 5-kg £16.50 kg.

Lactic acid: £570 metric ton for 50-kg lots.

Magnesium carbonate: (metric ton) heavy £192.50; light £175.

Mercury salts: Per kg in 50-kg lots: ammoniated powder £4.70; oxides—yellow £5.45 and red £5.90; perchloride £4; subchloride £5.10. Iodide £5.15 kg for 25-kg.

Methyl salicylate: Per metric ton in 5-ton lots £225; 1-ton £430, 500-kg £435.

Neomycin sulphate: BP 5-kg £27.50 kg.

Oleic acid: BP is £206.70 per metric ton delivered.

Oxalic acid: 20-ton lots about £170 metric ton.

Paraffins: (minimum 1-ton lots) liquid-BP £0.552 gall; light BPC 1963 £0.466; technical white oil WA23 £0.422; WA21 £0.477. Jelly-soft white BP £95 ton; yellow BP £85.

Penicillin: Sterile sodium; potassium or procaine £12.92 per 1,000 Mu for 5,000—25,000-Mu lots.

Quinidine: Alkaloid (5-kg lots) £42.90; sulphate (50-kg) £39.

Quinine: (Per kg in 85-kg lots) Alkaloid £25.89; bisulphate £19.85; dihydrochloride £25.38; hydrochloride £24.80; sulphate £21.34; hydrobromide (15-kg) £25.70.

Salicylic acid: Per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Sodium citrate: £324 per metric ton.

Sodium potassium tartrate: £295 per metric ton.

Streptomycin: Sterile base or sulphate £15 kg for 250-kg lots.

Tannic acid: 500-kg fluffy £1.29 kg; powder £1.27.

Tartaric acid: (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

Crude drugs

Aloes: (metric ton) Cape primes £235 spot; £220 cif. Curacao £800 spot; £760 cif.

Balsams: (lb) Canada: £1.80 spot; shipment £1.75 cif. **Copaiba** BPC £0.60; Para £0.40. Peru: £1.10 £1.05, cif. **To:u:** BP £0.70.

Cassia: Lionea, whole £650 metric ton, cif.

Camphor: BP natural powder £1.25 kg spot; £1.05, cif. Synthetic BP £0.57 kg in 500-kg lots.

Chillies: Zanzibar £510 ton spot; £475, cif.

Cinnamon: Seychelles bark not offering. Ceylon quills four O's £639; quillings £437.

Colonyth pulp: Spot £0.20 lb.

Dandelion: Root £485 metric ton spot; £465, cif.

Errot: Nominal.

Gentian: Root £500 per metric ton spot; £475, cif.

Ginger: (long ton) Cochin £235, cif. Jamaican No. 3 spot £1.100; Nigerian split £240, £190, cif.

Jac-Feb: peeled £350 spot, £310, cif; Sierra Leone £350, cif.

Ipecacuanha: (Per lb) Matto Grosso £2.90 spot; £2.80, cif. Costa Rican £2.62 spot, £2.50, cif.

Kola nuts: African halves £78 metric ton spot; shipment £65, cif.

Larolin: Anhydrous BP minimum 1,000 kg £340-£375 per metric ton; cosmetic grade £390.

Liquorice root: (metric ton, cif) Chinese £85; **Loberia:** American herb £785 metric ton spot; £760, cif.

Lycopodium: Indian £1.85 lb spot; £190, cif.

Mace: Grenada £0.35 lb, fob.

Menthol: (kg) Chinese spot £6; shipment £5.70, cif. Brazilian £4.50, Nov-Dec £4.25, cif.

Pepper: Sarawak black £377 ton cif; white £565, cif.

Pimento: £845 ton, cif.

Turmeric: Madras finger £160 ton; £145, cif.

COMING EVENTS

Monday, November 15

Brighton and Hove Branch, Pharmaceutical Society, Brighton Polytechnic, Lewis Road, at 8pm. Representatives of Beecham's pharmaceutical division on "Antibiotics."

Plymouth Branch, Pharmaceutical Society,

Boardroom, Greenbank Hospital, Plymouth, at 8pm. Mr T. Burville (assistant secretary, Guild of Social Service) on "Social services in Plymouth. Does pharmacy come into the picture?"

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, Leicester, at 8pm. A representative of British Oxygen Co on "Oxygen therapy."

Tuesday, November 16

Doncaster Branch, Pharmaceutical Society, Special Functions Room, Doncaster Royal Infirmary, at 7.30pm. Working dinner, to be attended by Mr J. P. Kerr (vice-president of the Society).

Teesside Branch, Pharmaceutical Society, Scandinavian Room, Marton hotel and country club, at 8pm. Mr R. Cowley (Consultant, North Riding Infirmary, Middlesbrough) on "Drugs in use in ophthalmology."

Worthing and West Sussex Branch, Pharmaceutical Society, Broadmark hotel, Rustington, at 7.30pm. Discussion of resolutions to be put to Branch Representatives Meeting.

Ipswich and Suffolk Branch, Pharmaceutical Society, Postgraduate Medical Centre, Ipswich, at 8.30pm. Sir Derrick Dunlop on "The safety of medicines" (joint meeting with BMA).

Plymouth Branch, National Pharmaceutical Union, Continental hotel, Plymouth, at 7.30pm. Merchandising meeting in conjunction with Beecham's.

Reading Branch, Pharmaceutical Society, Southcote hotel, Reading, at 8pm. Mr K. A. Lees (a member of Council) on "An industrialist on Council—Why?"

Wednesday, November 17

Birkenhead Branch, Pharmaceutical Society, Joseph Mayer Rooms, Bebington Civic Centre, at 8.15pm. Dr D. Freshwater on "Some common dermatoses and their management."

Pharmacy Group, Socialist Medical Association, House of Commons, London SW1, at 7.15pm. Discussion: "Pharmacy—the National Health Service." Speakers: Mr Philip Cress, Mr W. M. Darling (president, Pharmaceutical Society) and Mr George Raine. Chairman, Mr Eric Ogden, MP.

Thursday, November 18

Bedfordshire Branch, Pharmaceutical Society, Red Lion hotel, Upper Sundon, Luton, at 8pm. Speaker from the Newcastle Pricing Bureau.

National Pharmaceutical Union, Mallinson House, 321 Chase Road, London N14, at 7pm. Meeting for members in Metropolitan area North of the Thames. Speakers: Mr A. Aldington, Mr D. N. Sharpe and Mr R. G. Worby.

Friday, November 19

Pharmaceutical Group, Royal Society for Health, The Tower of London, at 7.15pm. Informal dinner. Guest speaker: Mr C. M. Porter (Inspector General of the Water Guard) on "Drug smuggling in the United Kingdom today."

Advance Information

Intershop (formerly Display Market Week). January 9-12, 1972, at Olympia, London, W14.

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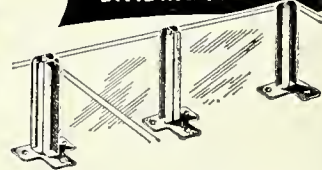
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Due to expansion, Henderson Group One Public Relations Consultants are looking for a male or female Account Executive. If you are a University graduate under thirty, with an interest in pharmaceuticals and experienced in public relations, and/or the pharmaceutical industry, apply in writing to G. N. Henderson, Henderson Group One, 1 Roberts Mews, Lowndes Place, London SW1.

Representatives required all areas to carry additional line. Generous commission. Reply Box 1858.

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with at least five years experience of selling medical and/or veterinary products to act as P.R.O. with Hospitals, Research establishments, Universities and to call on Doctors and Veterinarians throughout England. Excellent prospects with fast-growing progressive company and influential backing with headquarters in Yorkshire.

Applications should include detailed professional background. Box No. 1852

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Wanted Urgently. Sets of Old Drug Drawers, W. J. Miller, 49 Hart Street, Brentwood 2622.

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8. C 140

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Box No. 1843

Agents required outside London to handle our comprehensive, fast selling and well advertised range of false eye'ashes. Apply in writing to: Mr E. Levy, Cardinelli Beauty Products Ltd, 339, Green Lanes, London N4.

Miscellaneous

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Tenders

LANCASHIRE COUNTY COUNCIL

Tenders are invited for the supply of the following during the period 1st March, 1972, to 28th February, 1974:—

- Schedule "A"—Drugs and Pharmaceutical Preparations.
- Schedule "B"—Surgical Sundries, Instruments, Dressings and Nursing and Rehabilitation Equipment.
- Schedule "C"—First Aid Cases.
- Schedule "D"—Toilet Requisites (excluding soap products).
- Schedule "E"—Dental Sundries.

Tender forms (please state which schedule(s) required) from the County Medical Officer of Health, Room 109, East Cliff County Offices, East Cliff, Preston PR1 3JN. Closing date for receipt of tenders 10am, Thursday, 9th December, 1971.

SURREY COUNTY COUNCIL. Tenders are invited for the supply of Antigen. Tender forms available from Chief Supplies Officer, Supplies Department, Bienenheim Road, Longmead Estate, Epsom, Surrey, to be returned by not later than Monday, 20th December, 1971.

Special announcement

WHOLESALE DISTRIBUTION OF MINALKA

Concept's Minalka, the balanced dietary supplement for the release of muscular rheumatism, will be distributed to the pharmaceutical retail and wholesale fields through the services of branches and sales representatives of Barclay and Son Ltd.

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- Barclay & Son Ltd.
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- Barclay & Son (Croydon) Ltd.,
530 Purley Way,
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- Reynolds & Branson Ltd.,
Leodis Works,
North West Road,
Leeds LS6 2UX.
- Jaynox Ltd.,
Newstead Industrial Estate,
Trentham,
Stoke-on-Trent.
- Jaynox Ltd.,
Albion Street,
Swinton,
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- Jaynox Ltd.,
P.O. Box 9, Imperial Buildings,
Back Eaves,
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Wednesbury Wholesale Ltd.,
123 Industrial Estate,
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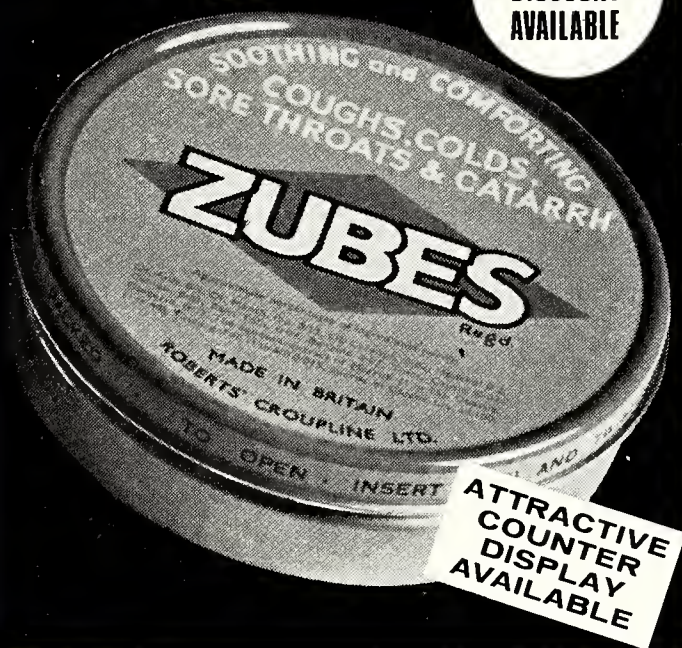


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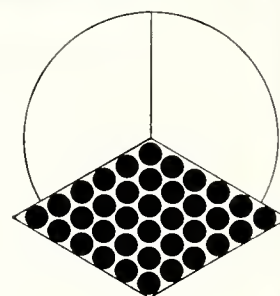
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